

FIG. 1A

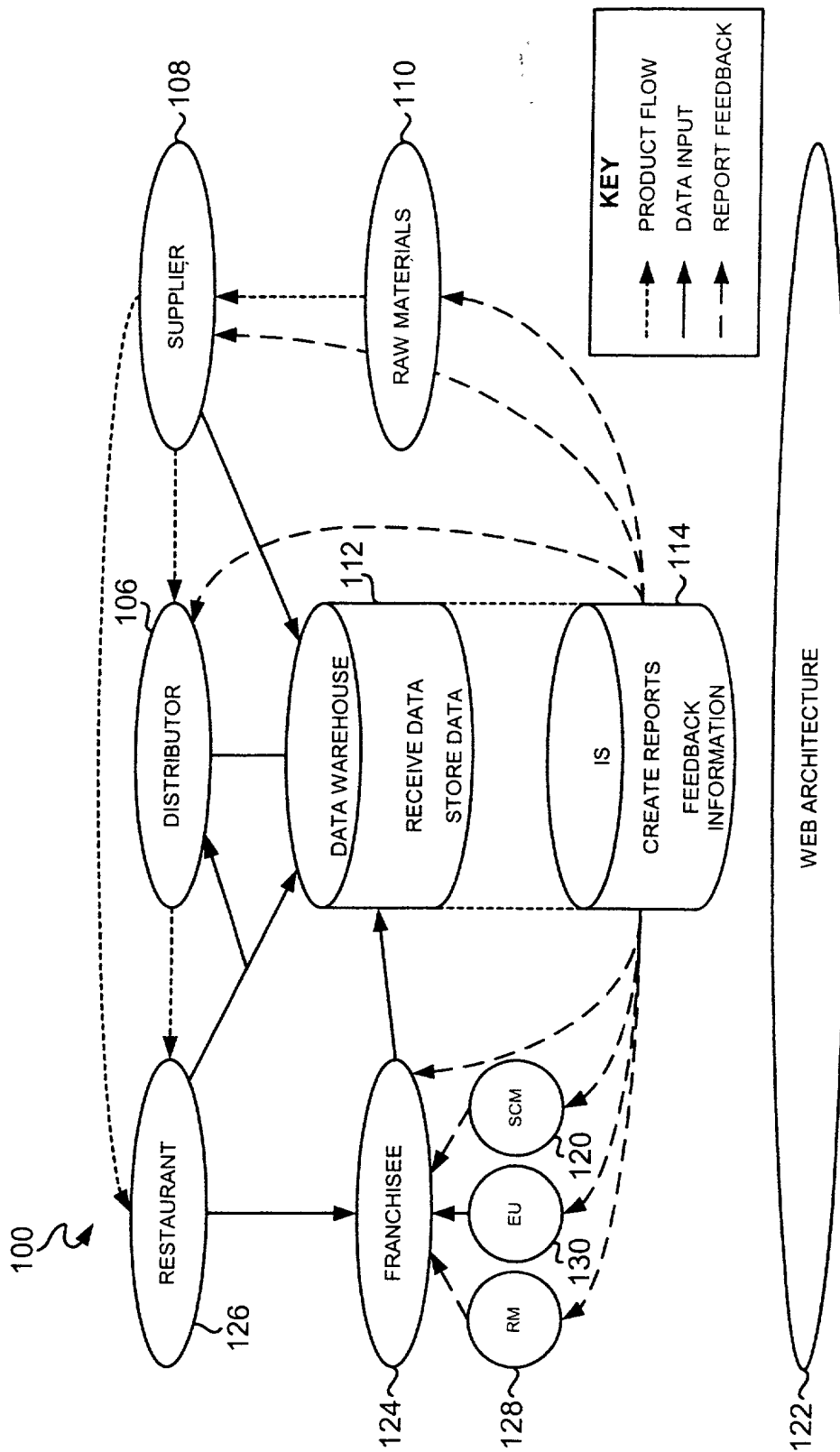


FIG. 1B

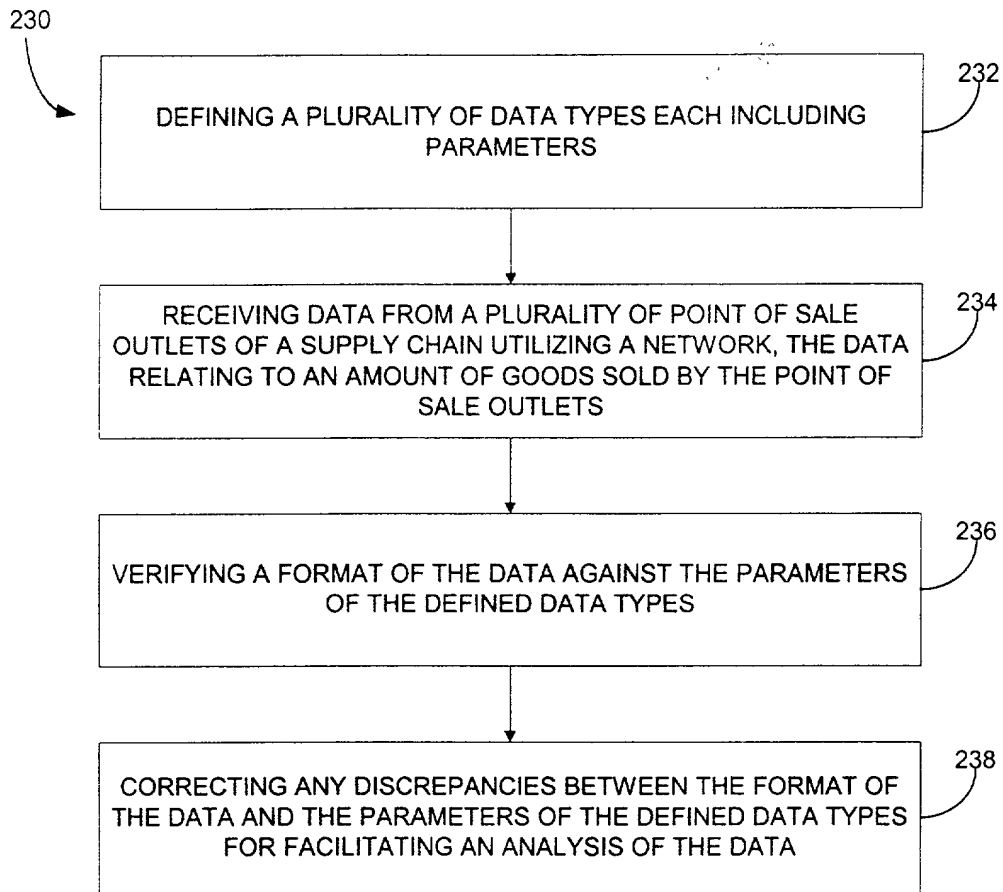


FIG. 2

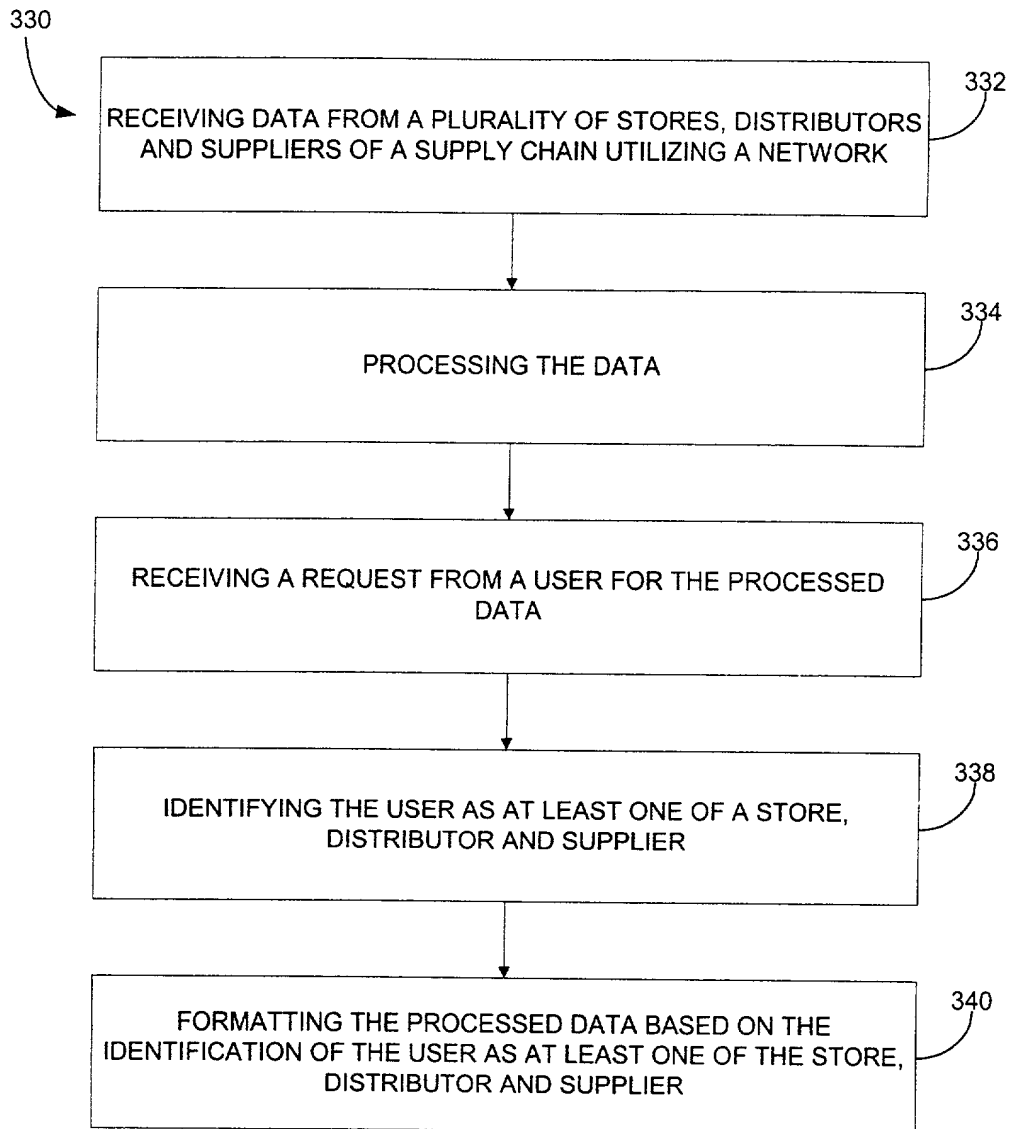


FIG. 3

093434 02094
105020 ST 251850

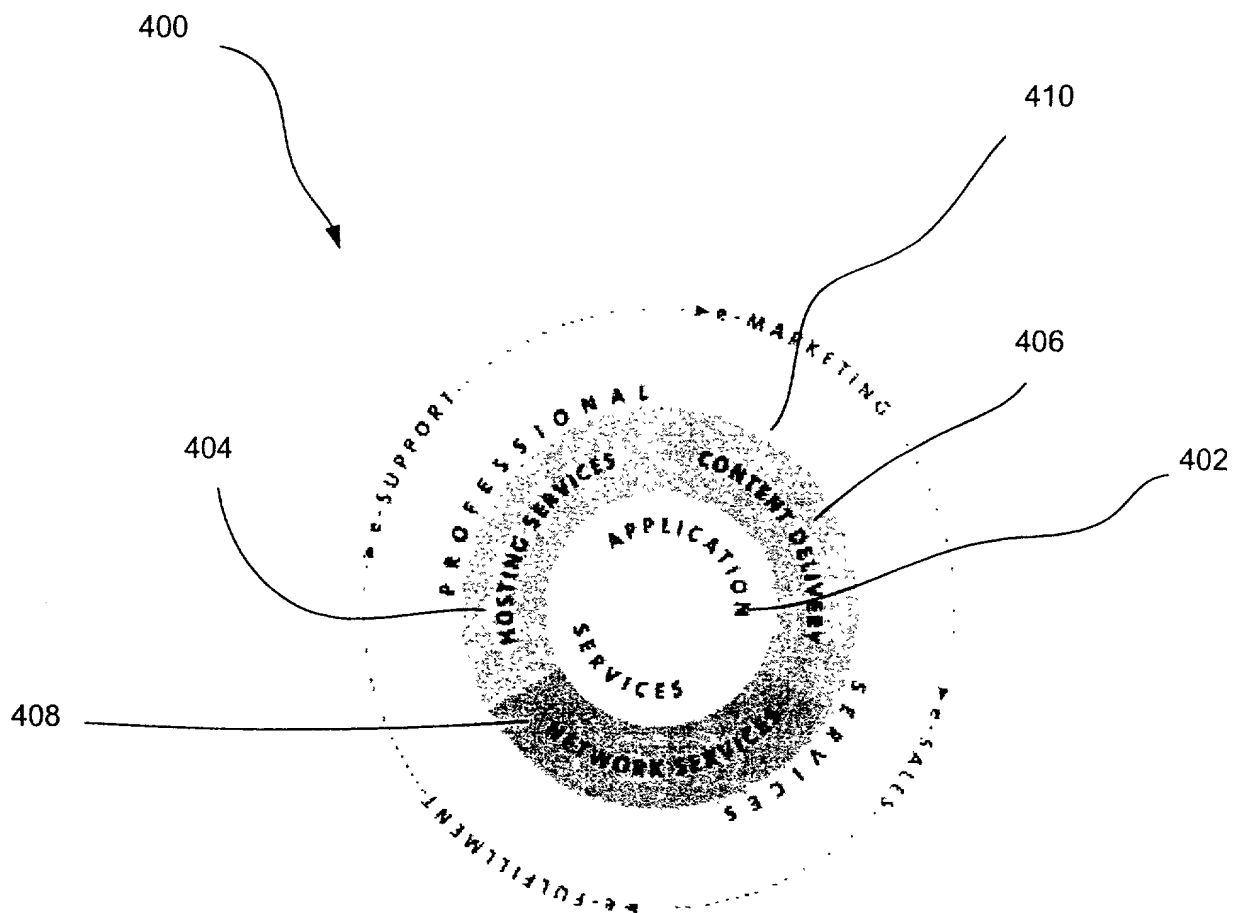


Fig. 4

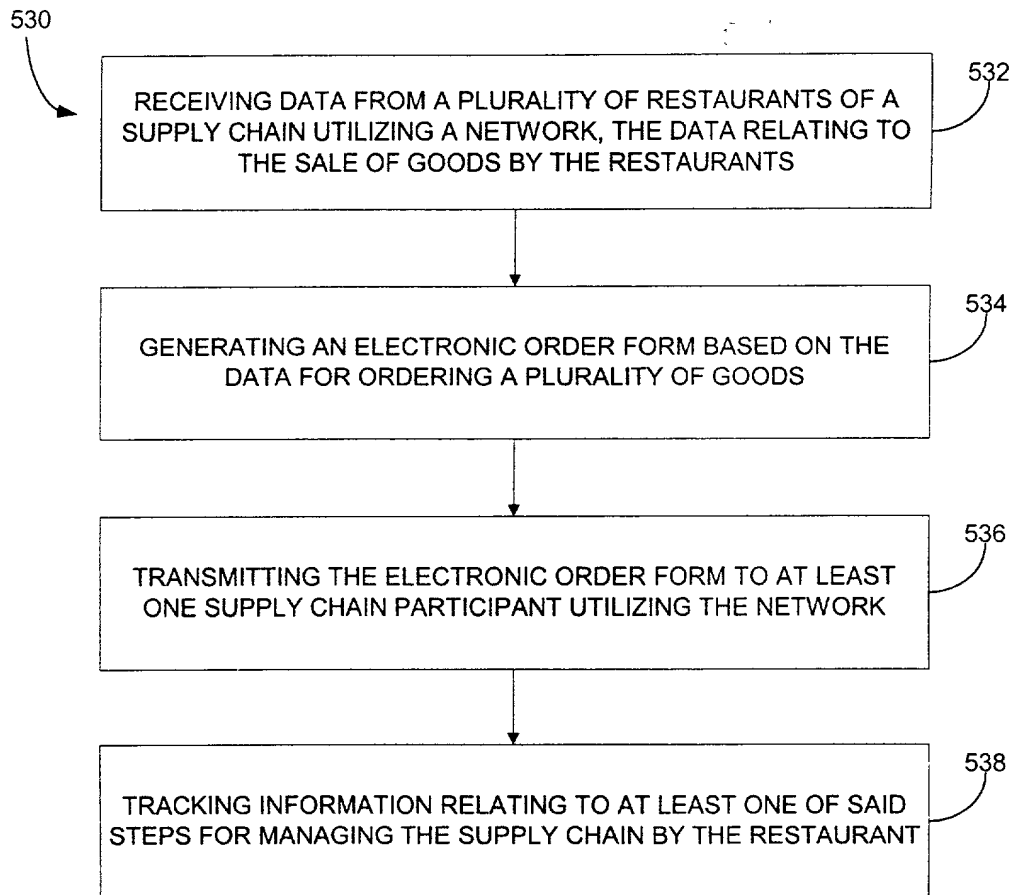


FIG. 5

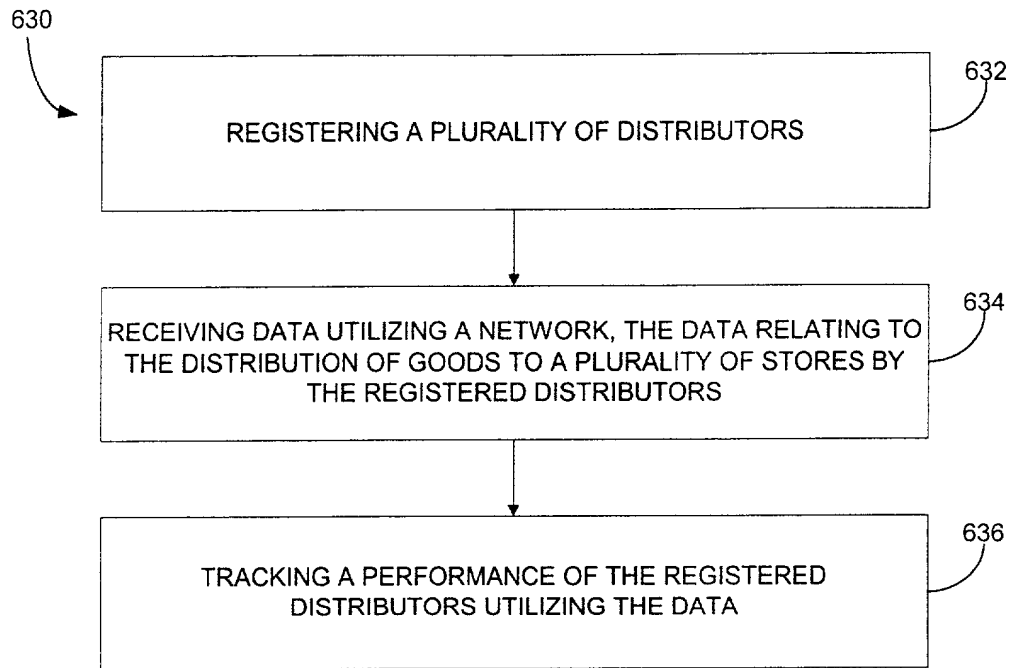


FIG. 6

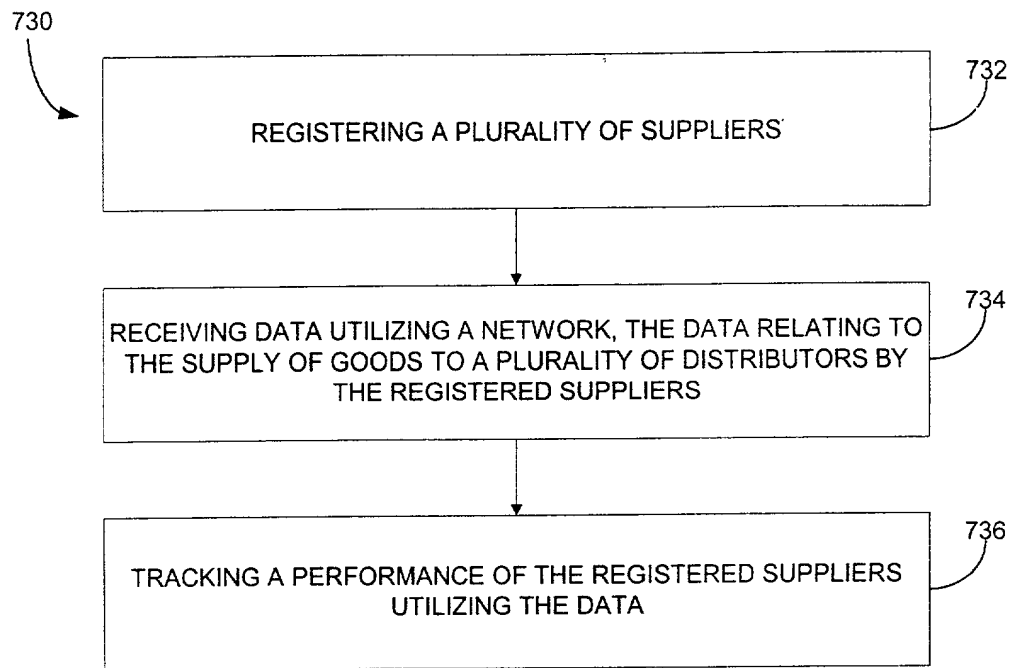


FIG. 7

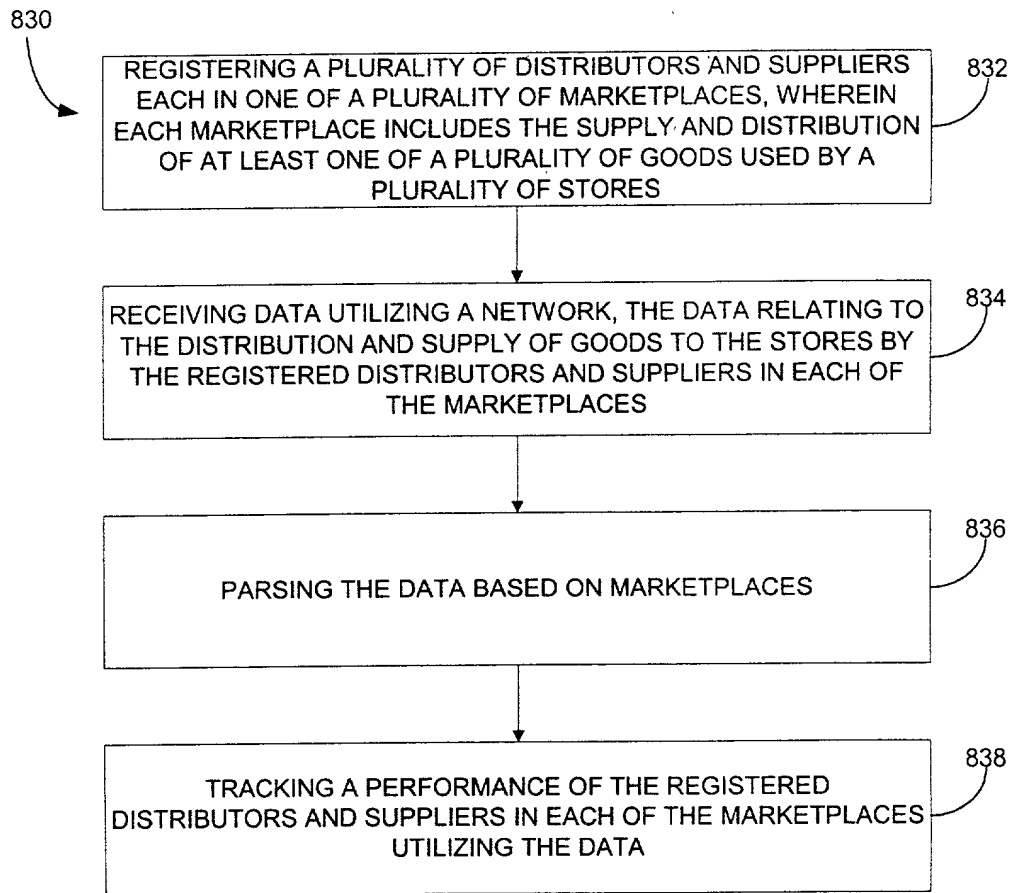


FIG. 8

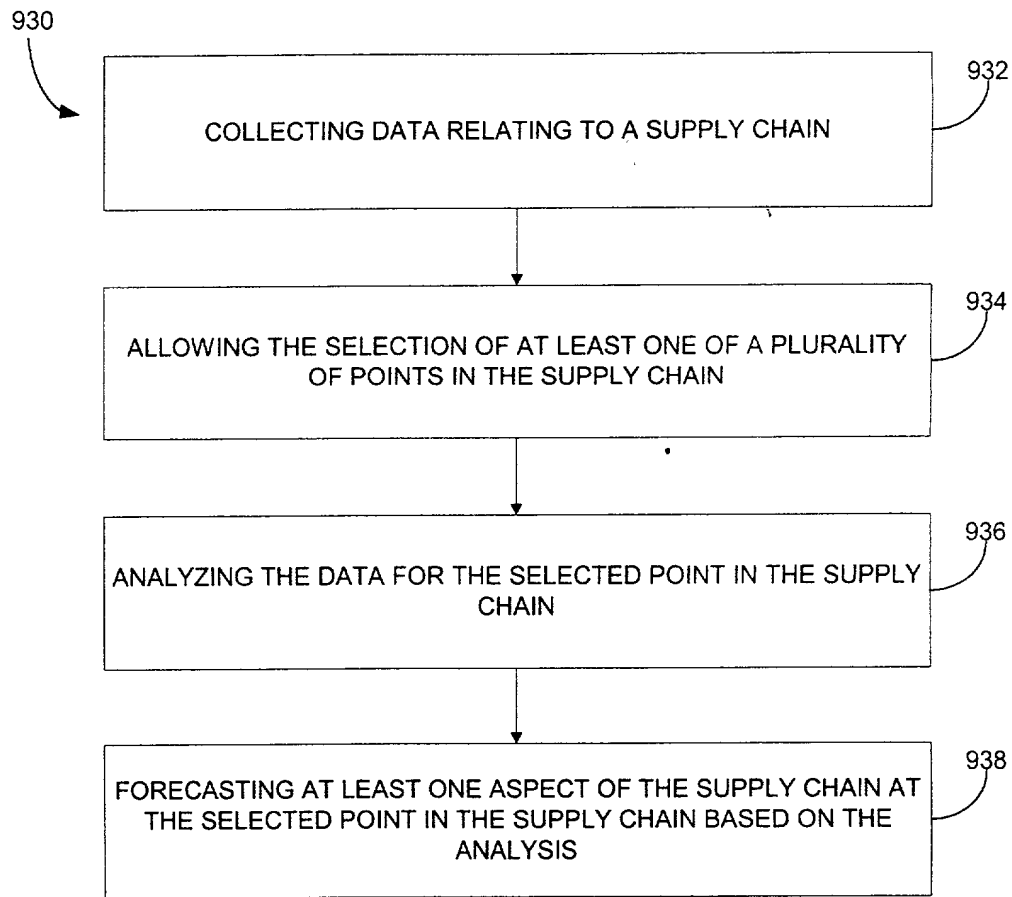


FIG. 9

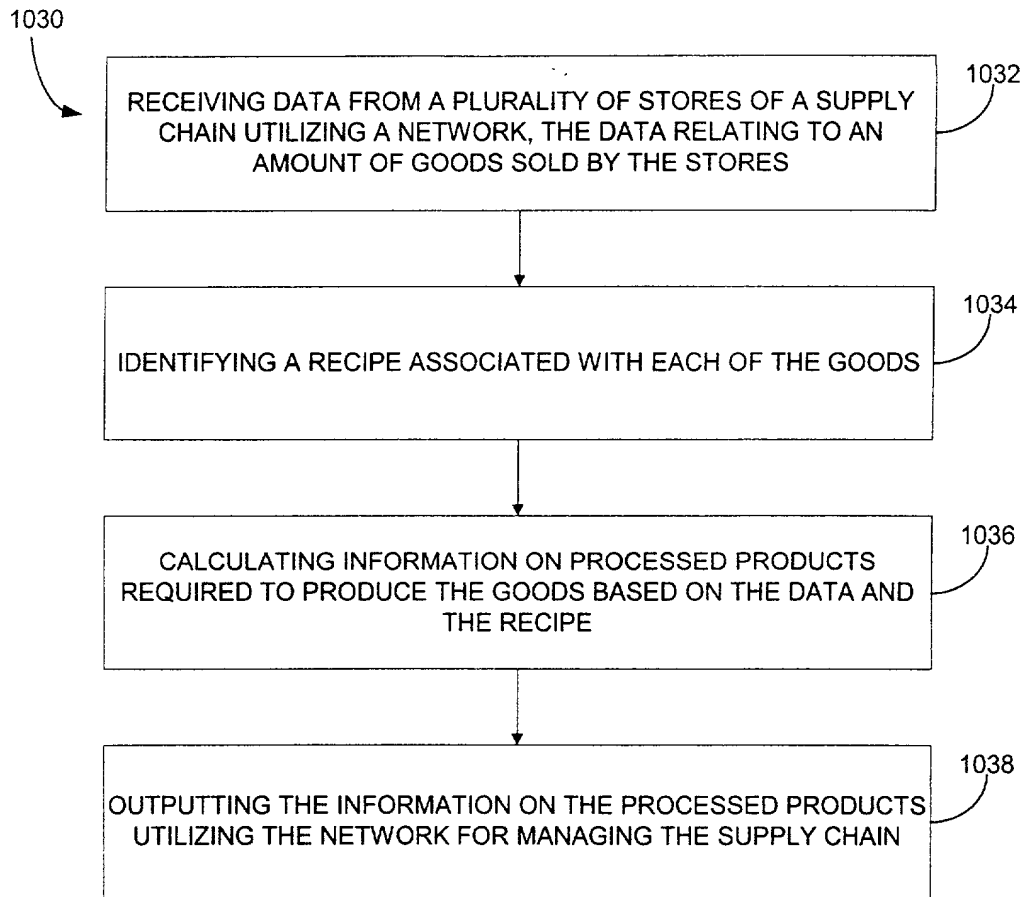


FIG. 10

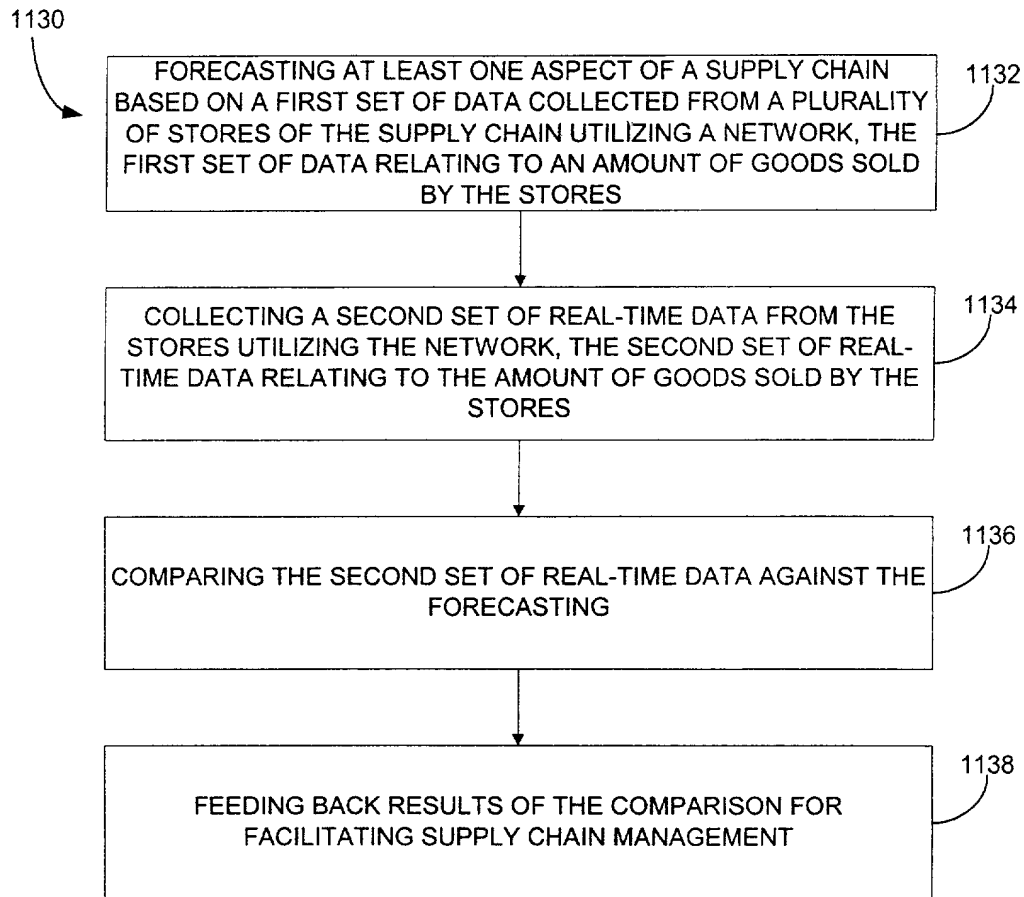


FIG. 11

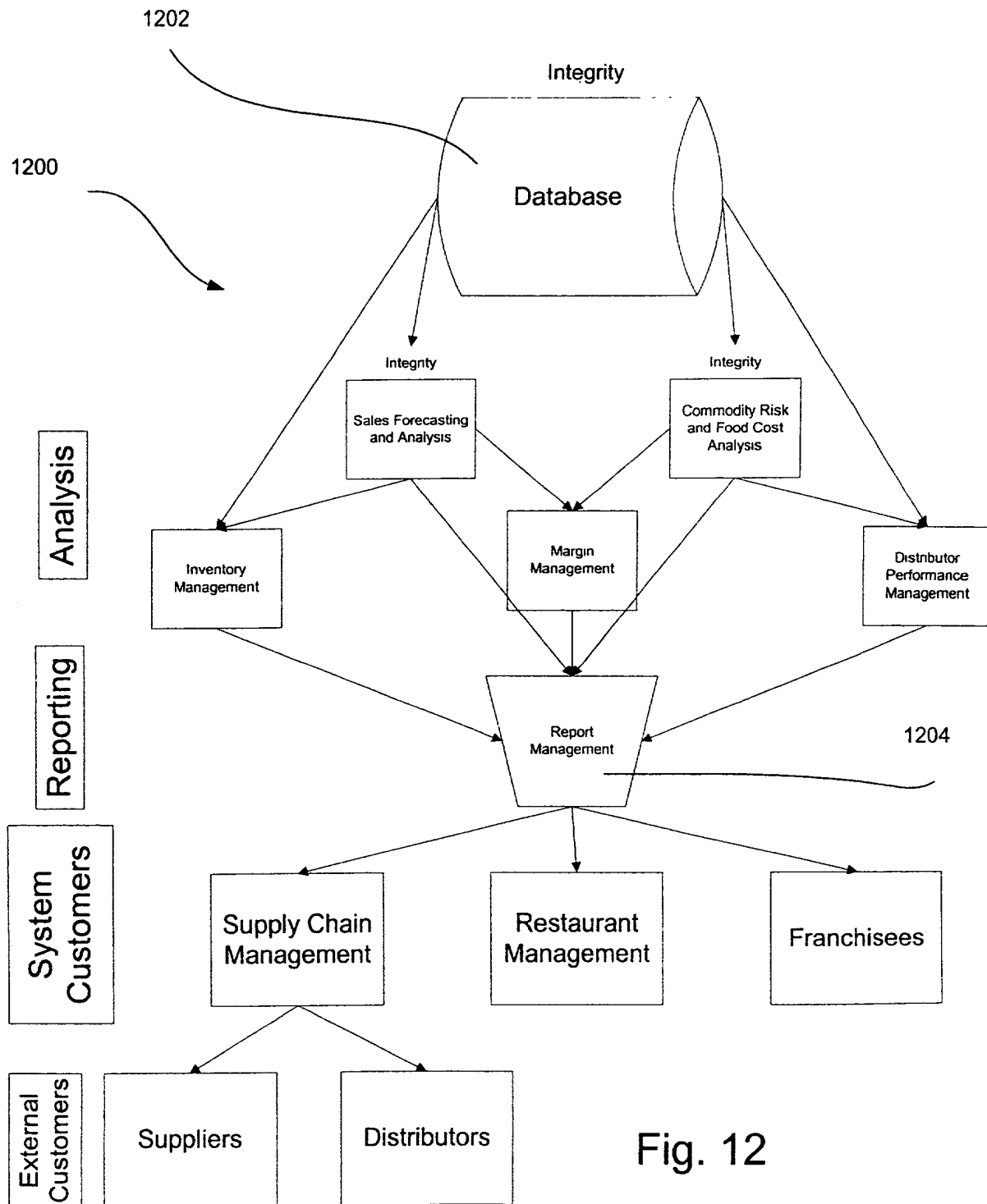


Fig. 12

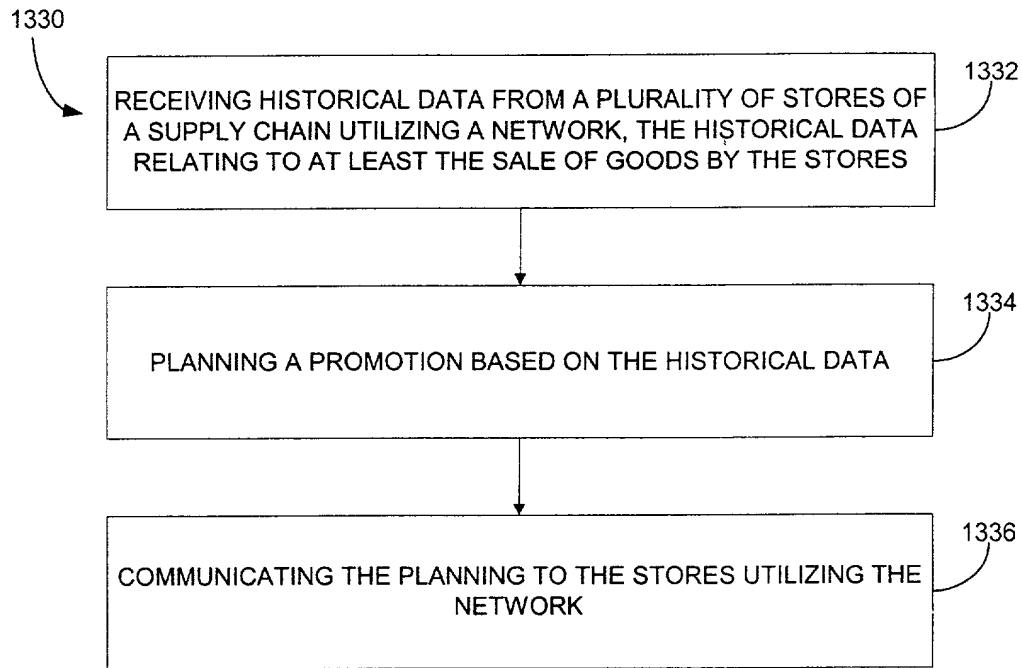


FIG. 13

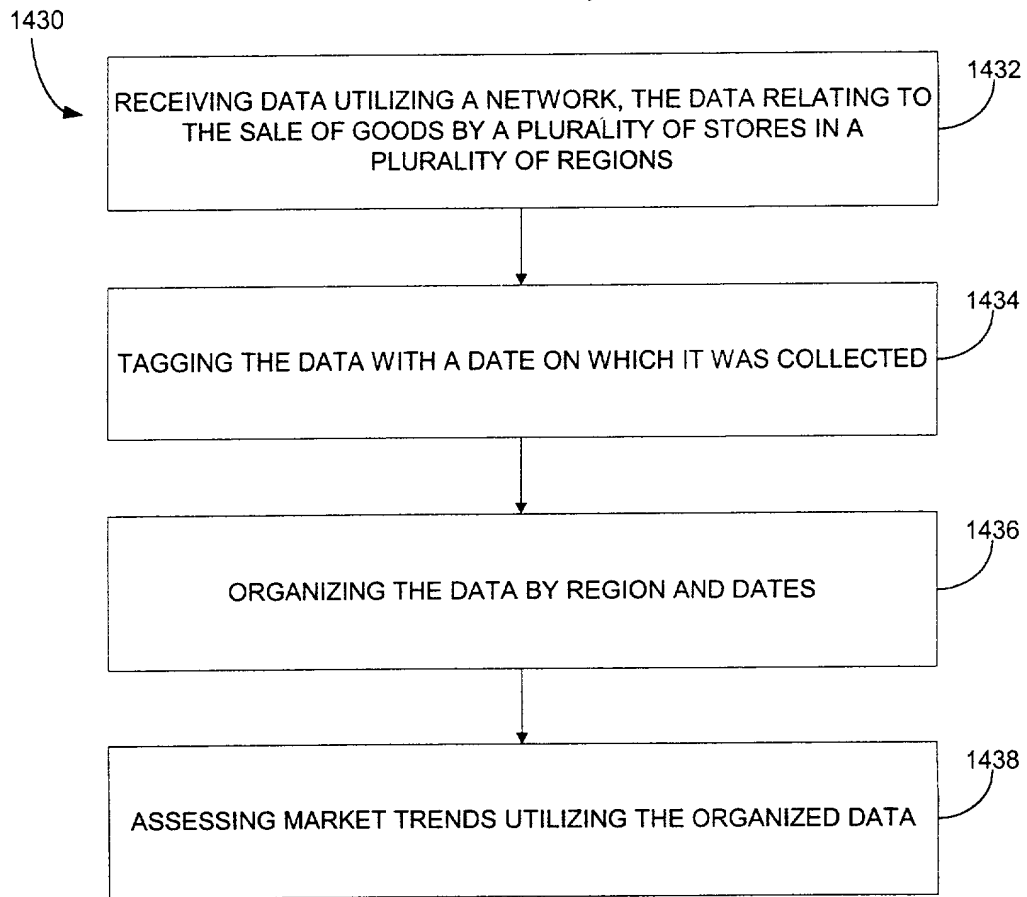


FIG. 14

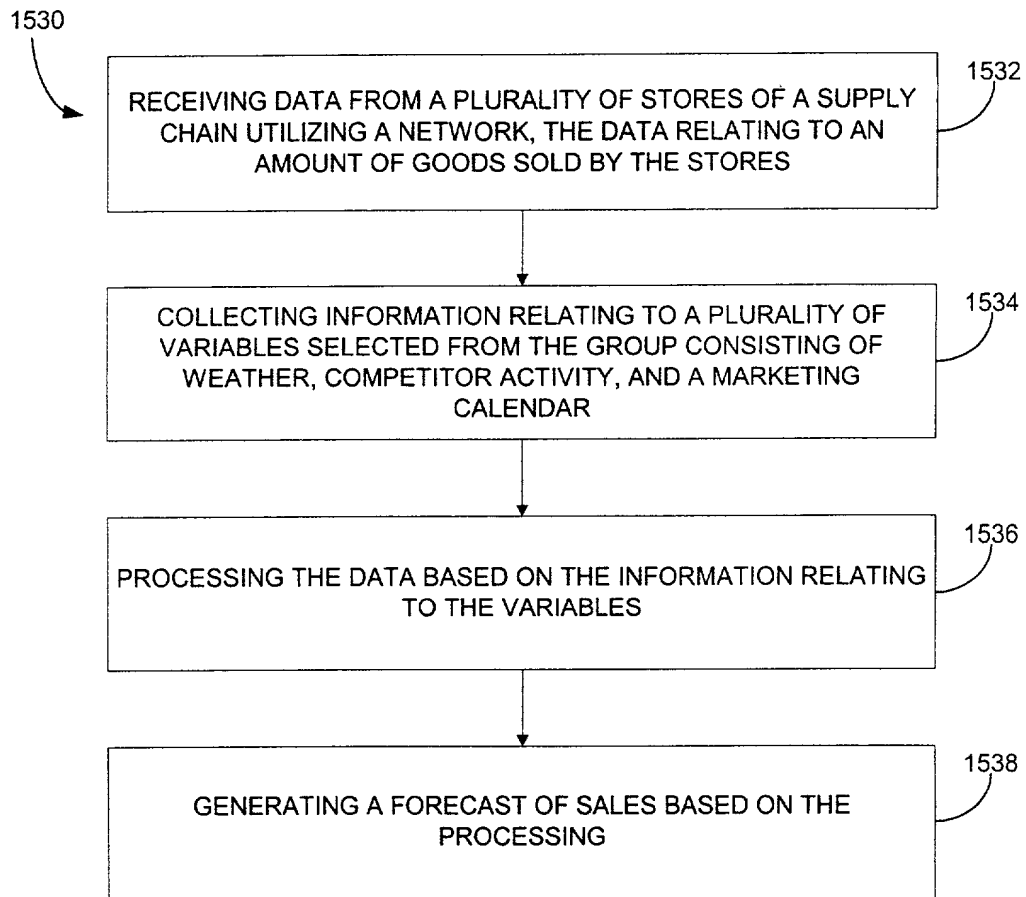


FIG. 15

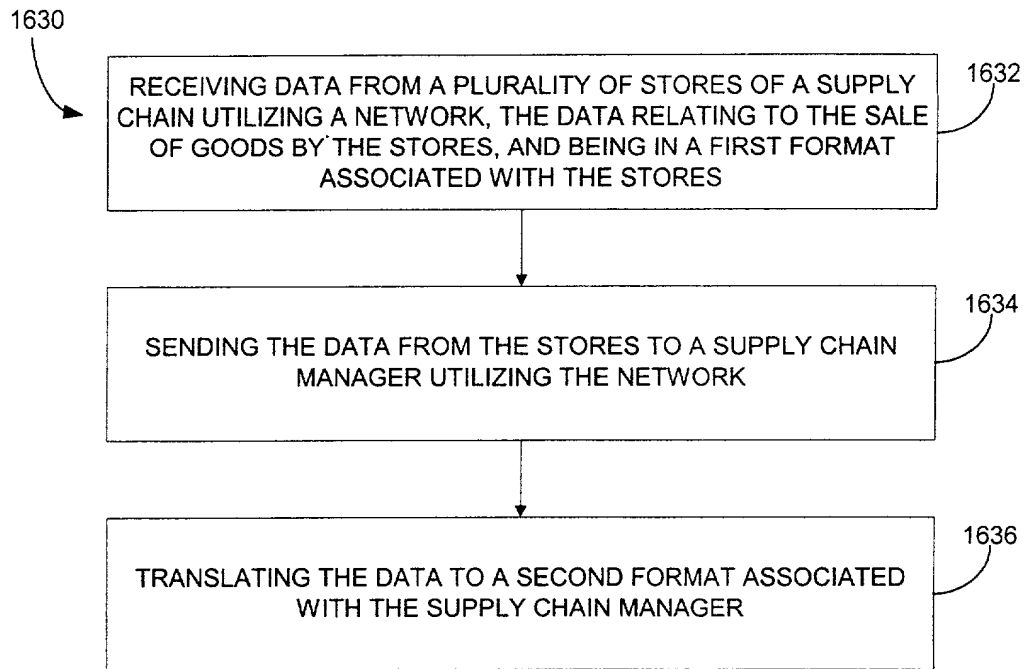


FIG. 16

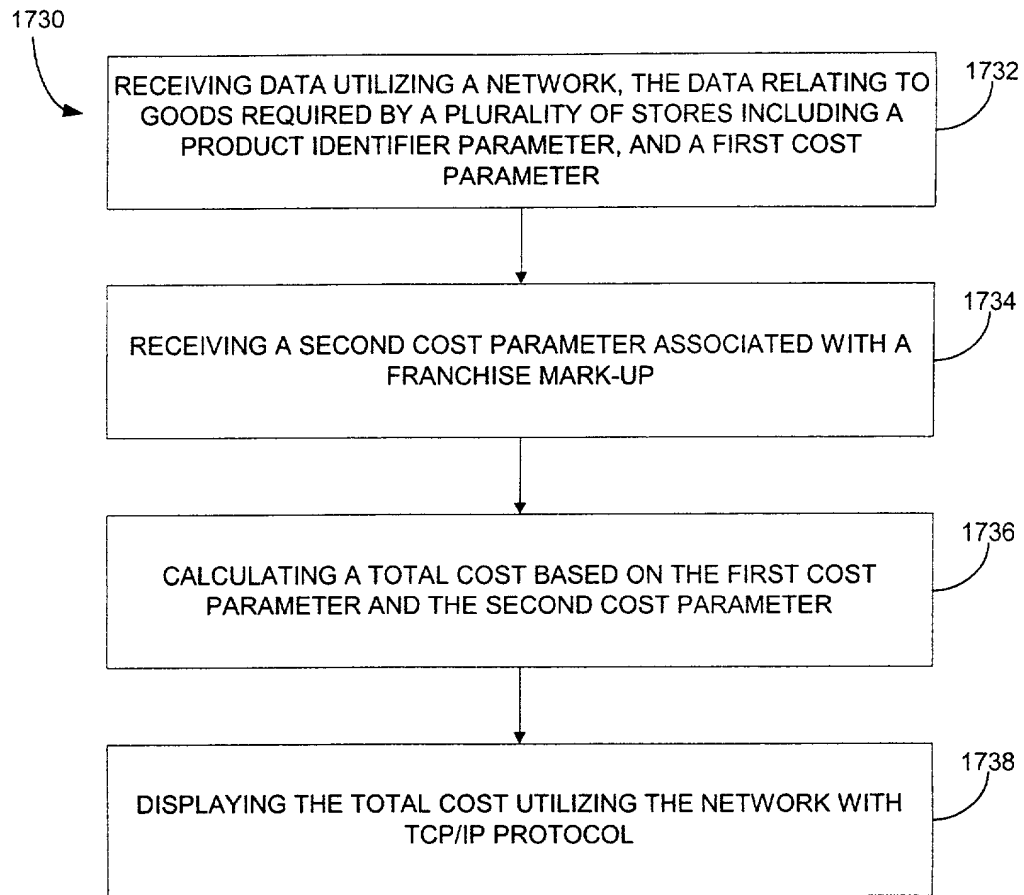


FIG. 17

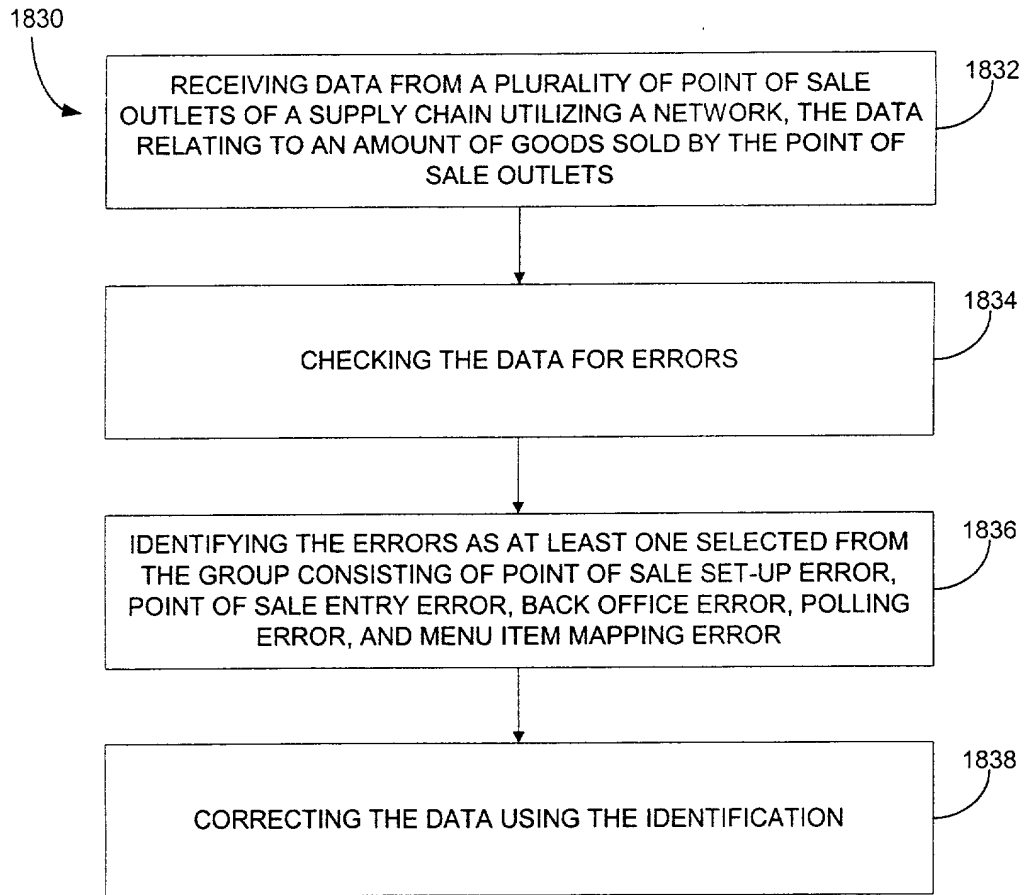


FIG. 18

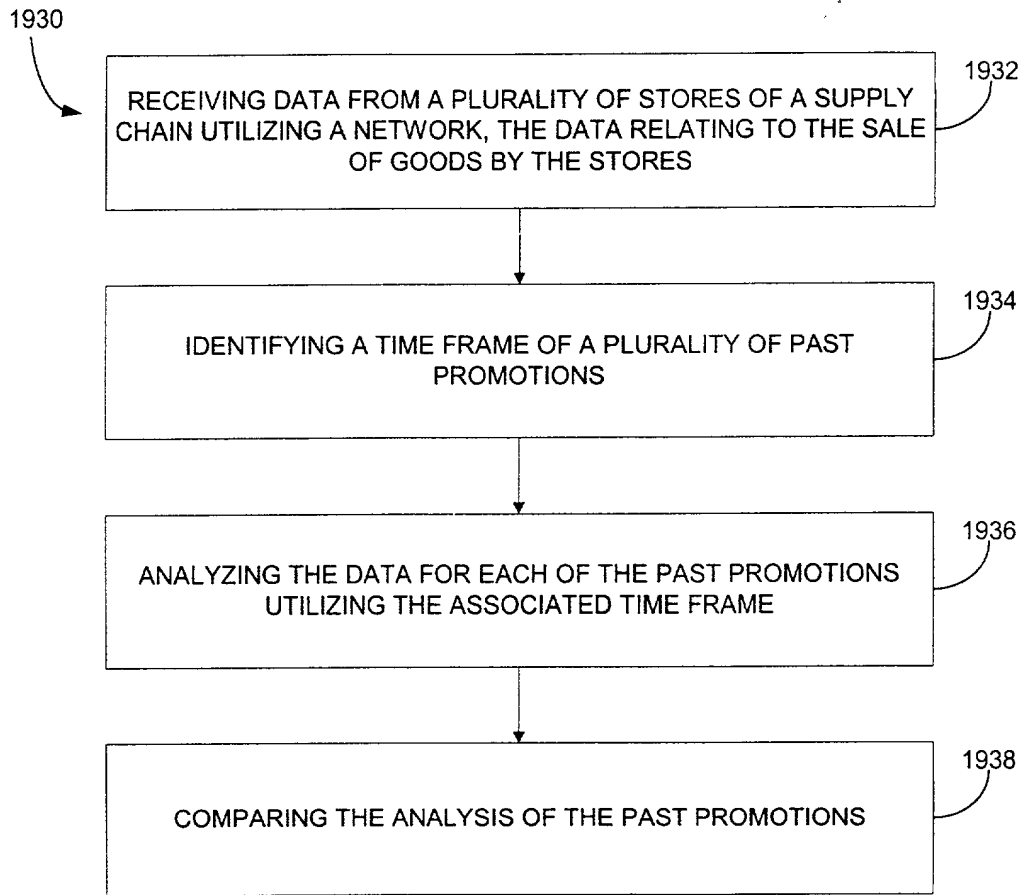


FIG. 19

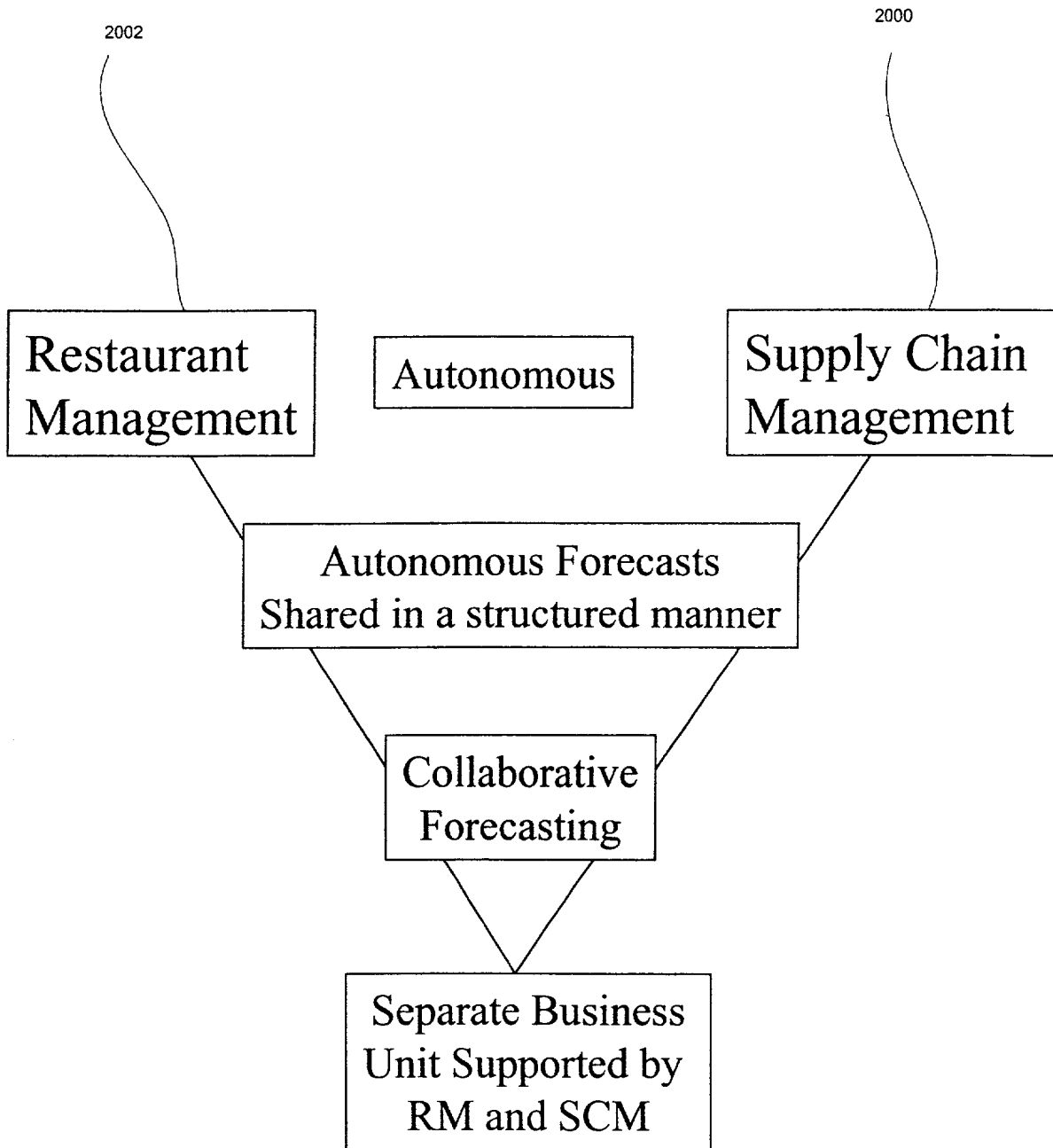


Fig. 20

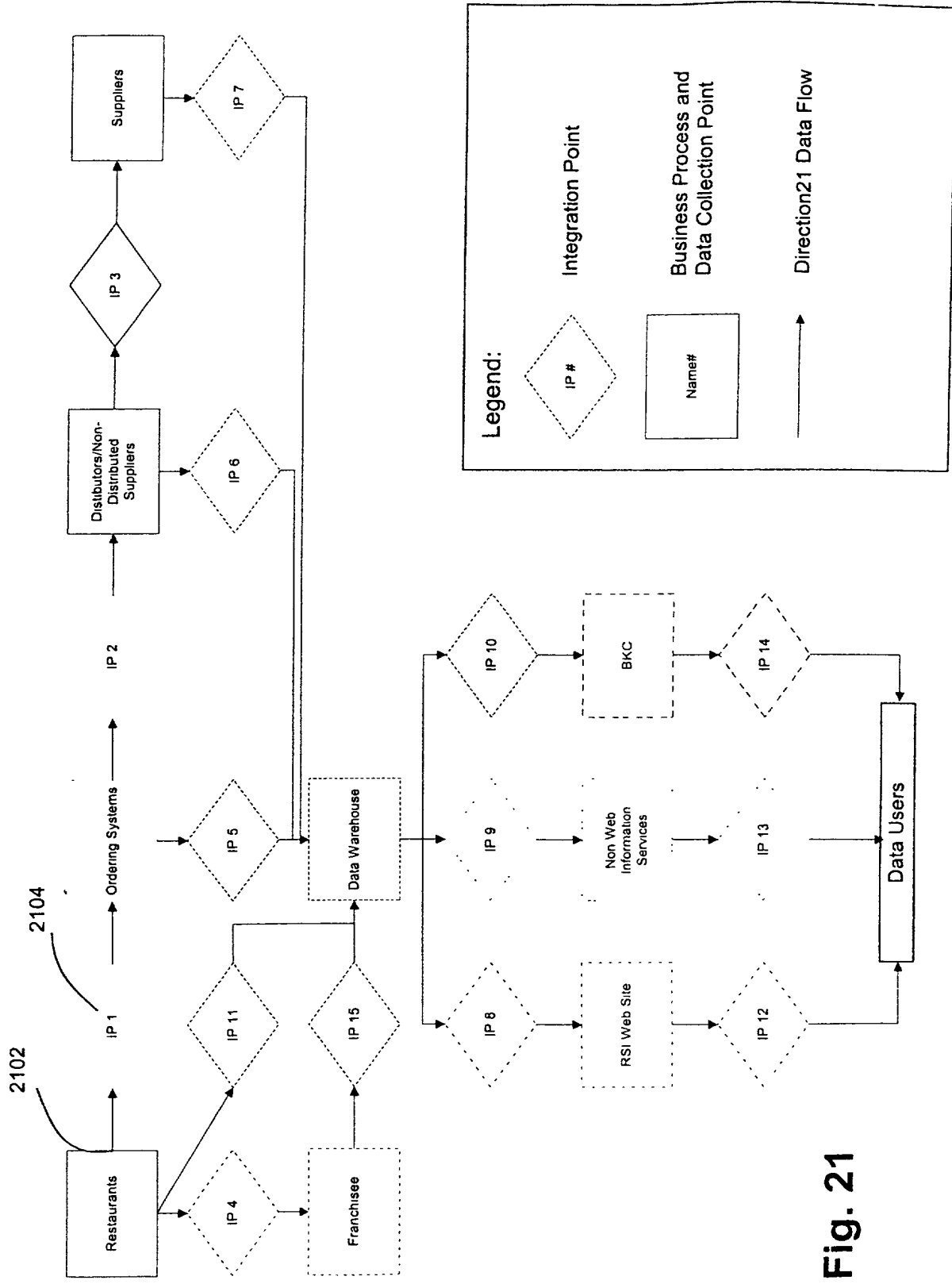


Fig. 21

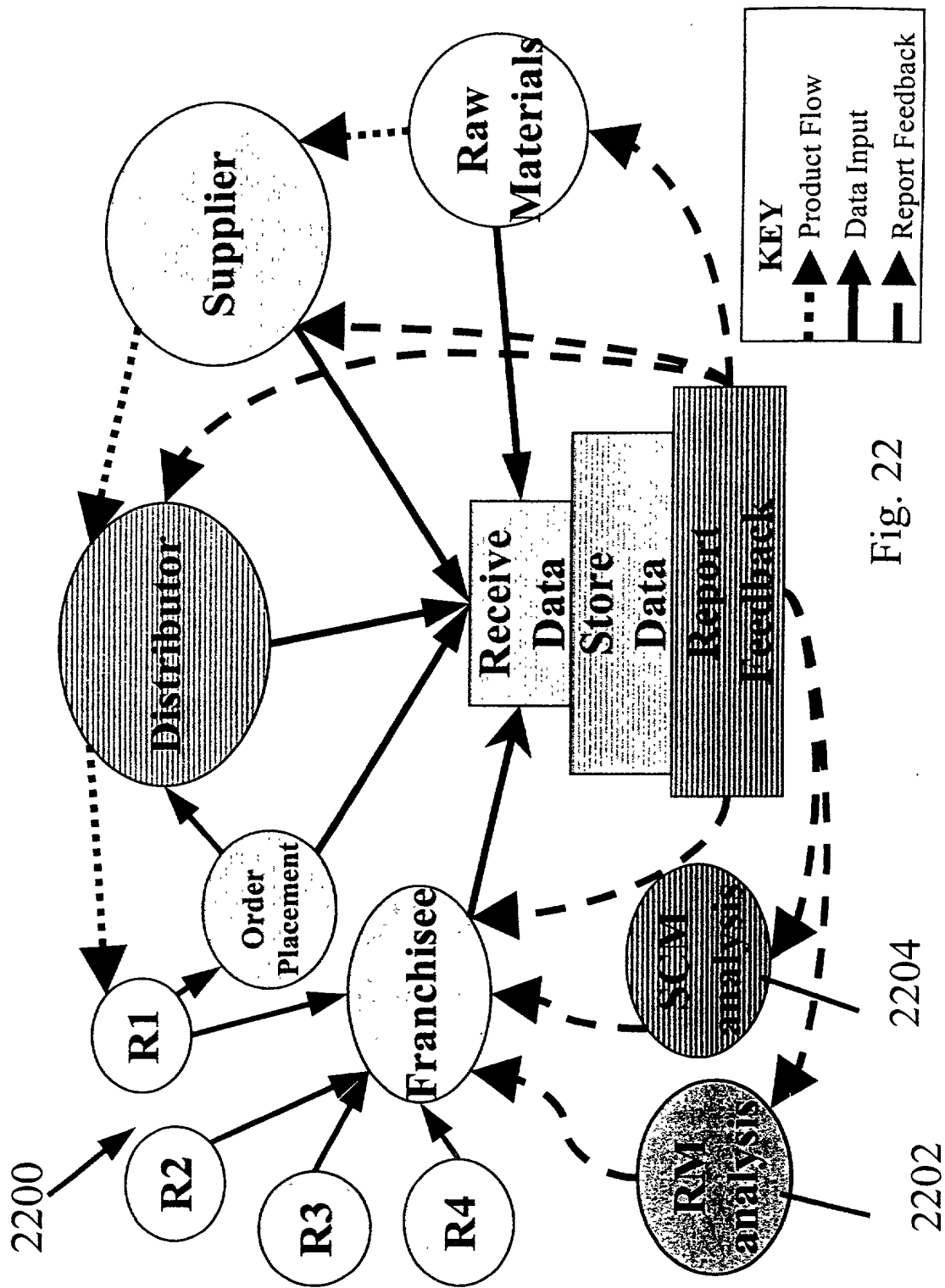


Fig. 22

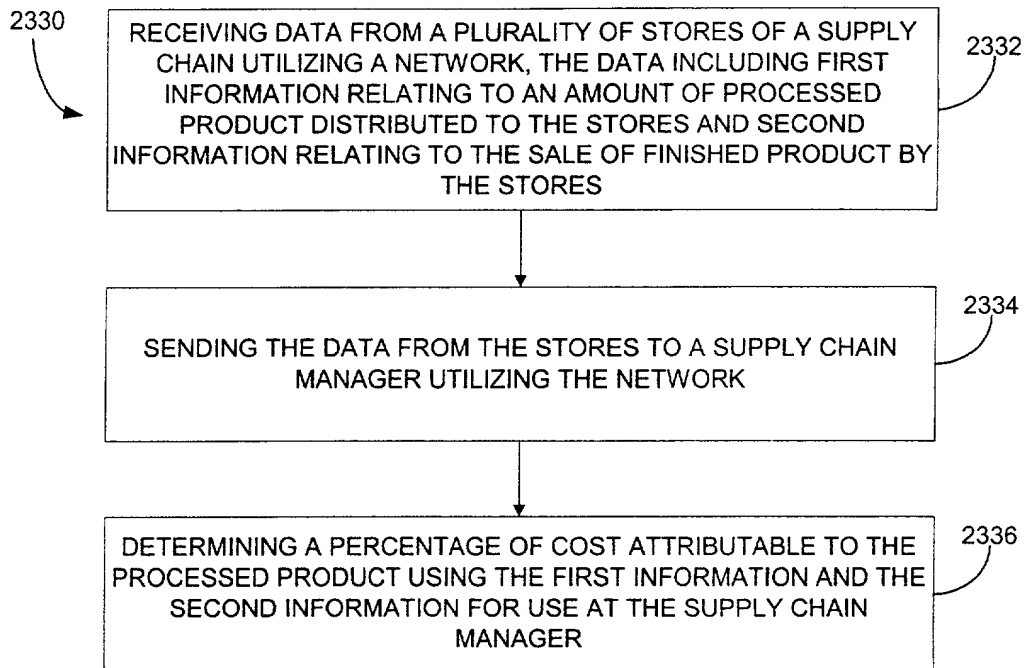


FIG. 23

FIG. 24

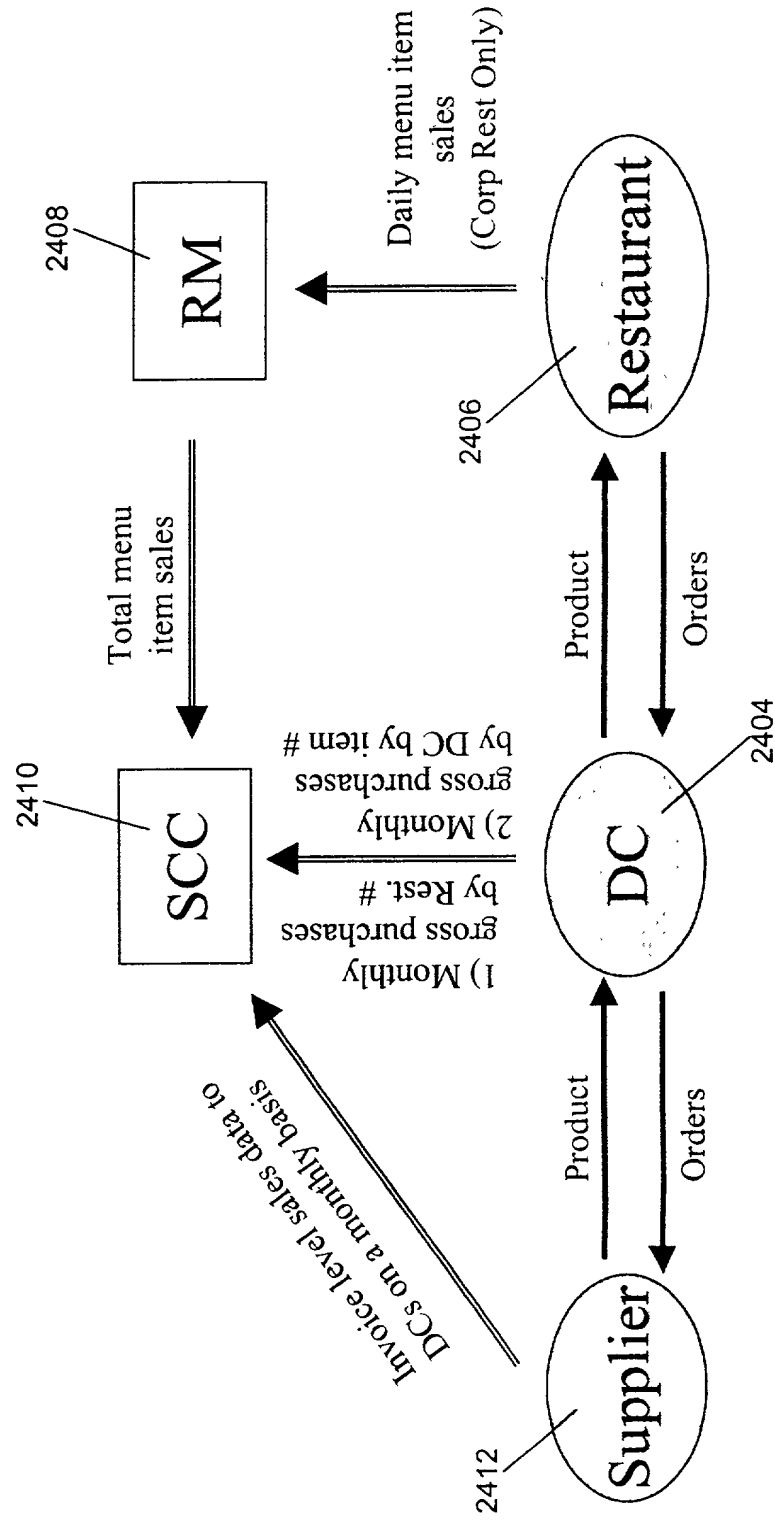


FIG. 25

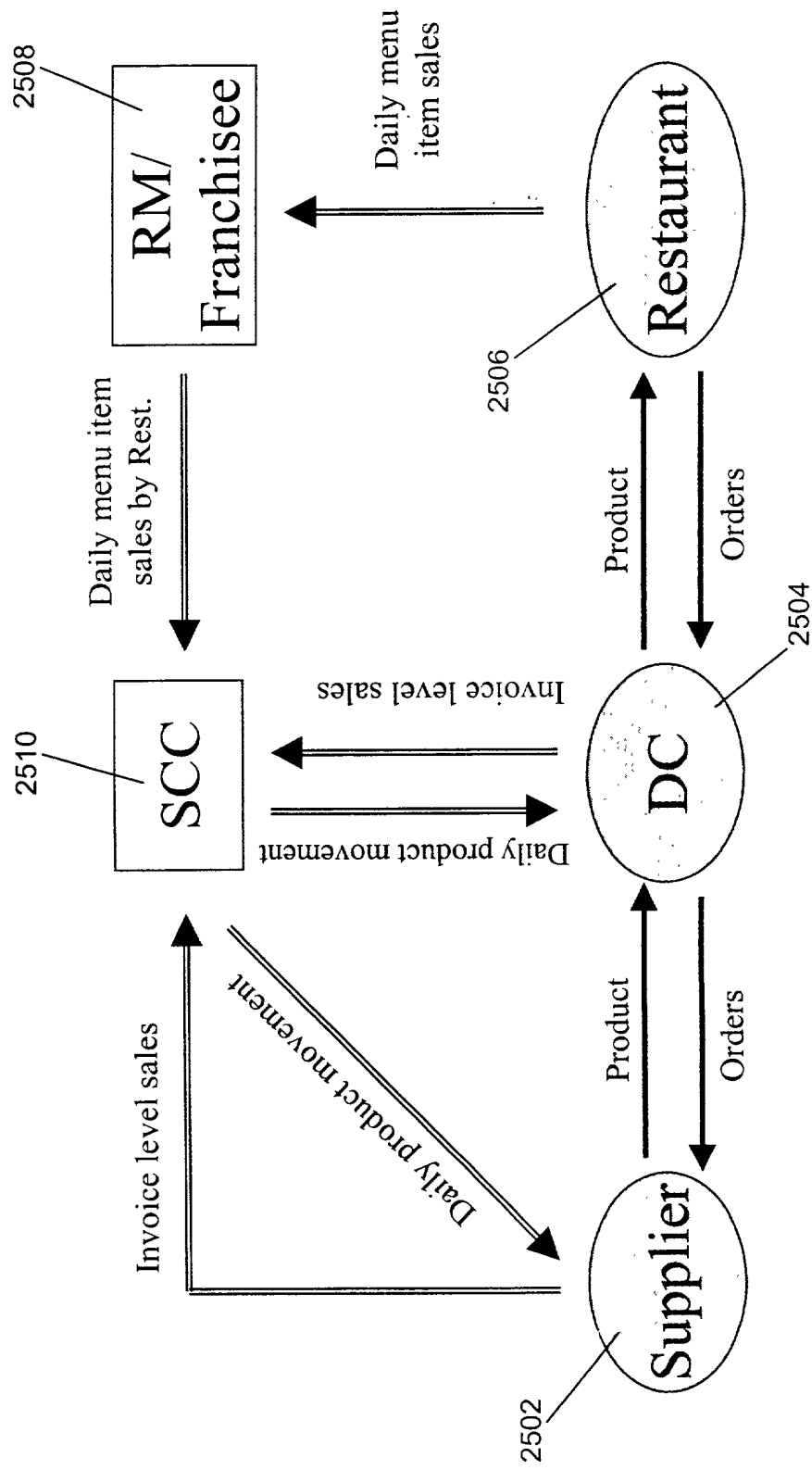


FIG. 26

[illegible]

FIG. 27

2700

| Promotional Monitor - System & Regional | | | | | | | | | | | | | |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
| | | History | | | | Week #1 | | | | | | | |
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 |
| | YWWM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.6% |
| | YWWM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% |

2702

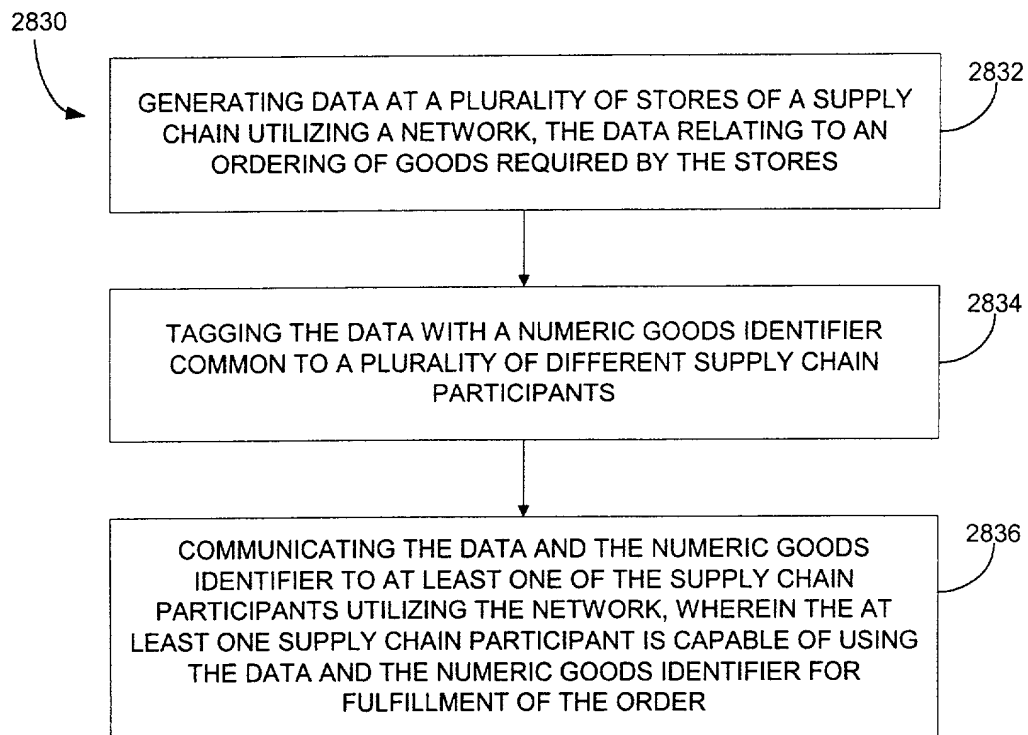


FIG. 28

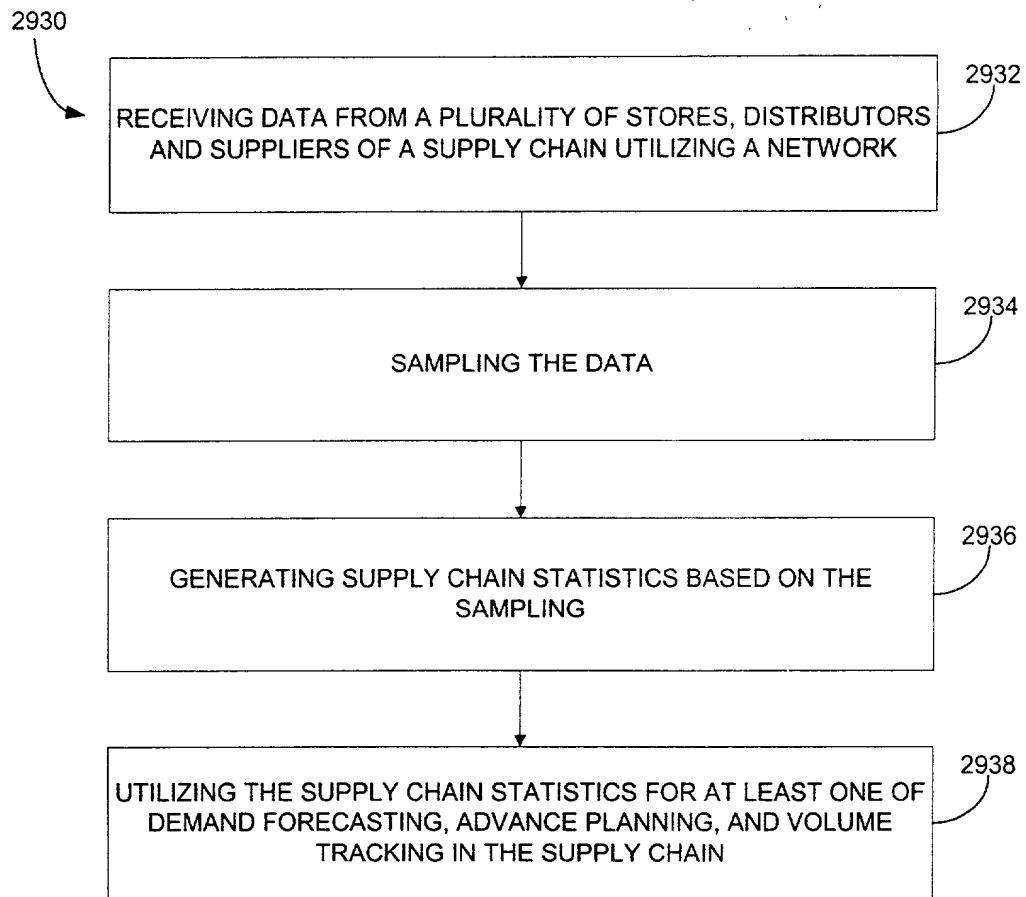


FIG. 29

FIG. 30

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases: | 154 | 68 | 62 | 284 | | 568 |
| Percent | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

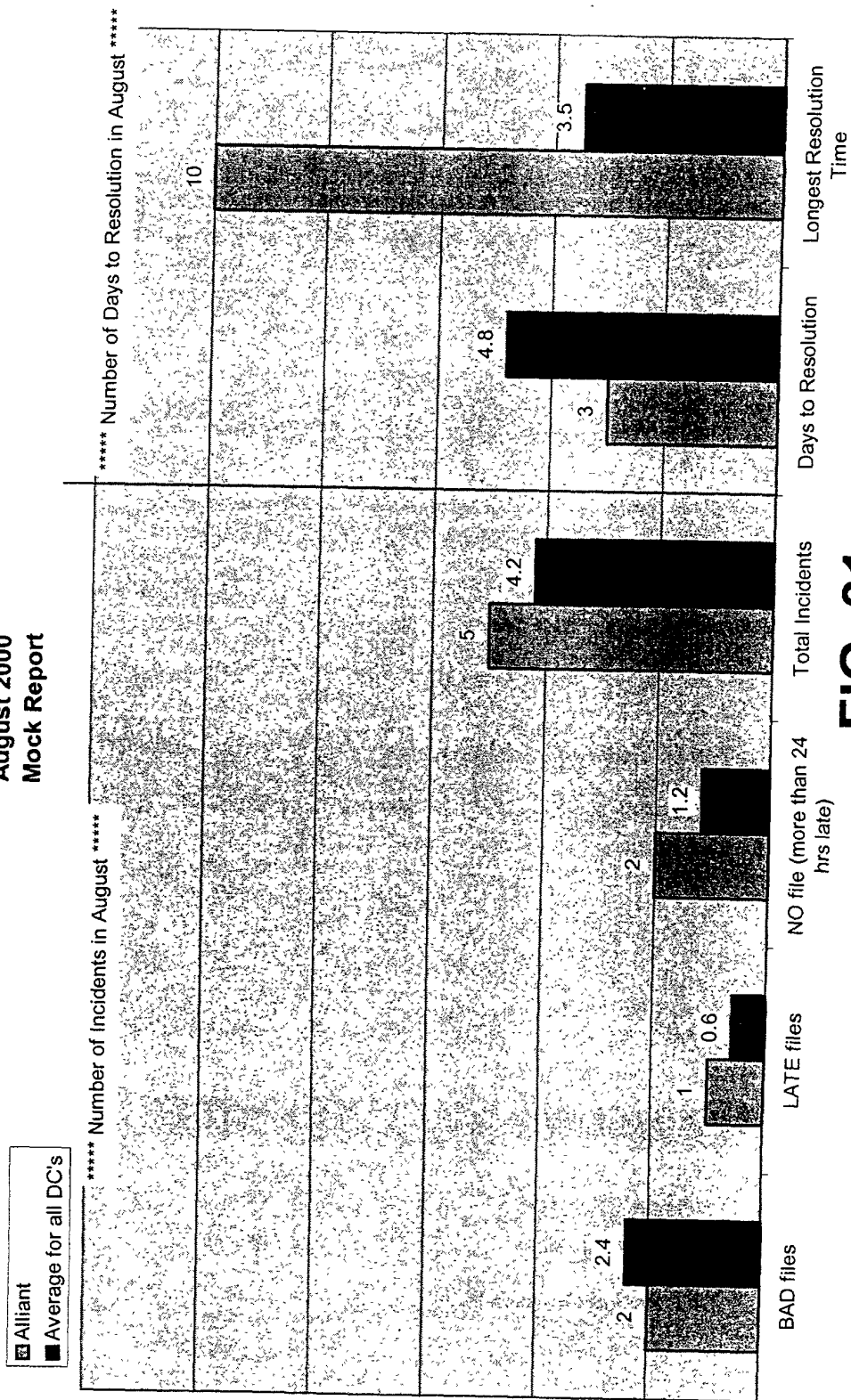


FIG. 31

109020" 57251850

3200



Service Level Reporting August

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah | 99.14% | | |
| Alliant-Topeka | | | |
| Alliant Wixom | 99.05% | | |
| King-Atlanta | 99.34% | | 78.70% |
| King-Jacksonville | | | |
| King-Louisville | | | |
| Maines 29, Conklin | 99.41% | | 79.25% |
| Maines 30, Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | | | |
| MBM Fullerton | 99.13% | | 79.83% |
| MBM Lewisville | | | #DIV/0! |
| MBM Orlando | | | #DIV/0! |
| MBM Rocky Mount | | | #DIV/0! |
| McCabe's | 99.13% | | #DIV/0! |
| McLane Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | | | |
| PFD Supply | 99.16% | | |
| PFG Victoria | 99.42% | #DIV/0! | |
| PYA/Monarch | 99.20% | | |
| Reinhart-Cedar Rapids | 99.05% | | |
| Reinhart-Oak Creek | 99.31% | | |
| Reinhart-Rogers | 99.16% | | |
| Restaurants NW | 99.03% | 99.07% | 80.47% |
| Shamrock Commerce City | 99.13% | 99.13% | 85.13% |
| Shamrock Phoenix | 98.81% | | |
| Sigma Harrisburg | | | |
| Sigma Stockton | | | |
| Sysco | | | |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 99.50% | 90.00% | 80.00% |

| |
|---------------------|
| OK |
| Didn't meet RSI Min |
| Didn't meet BK Min |

FIG. 32

FIG. 33

Vendor:

XYZ Company

Time Period:

Aug-00

3300

3300

Delivery Statistics:

DC Requested Lead-Time

DC Adherence to Lead-Time

Days Delivery Late

On-Time Delivery Percentage

Hours Delivery Late

4

95%

1.7

95%

0.93

Inventory Management:

Average Days On Hand

SKU #1

SKU #2

Max Days On Hand

SKU #1

SKU #2

19

22

40

32

Invoice, Payment and Pricing:

Days for Payment

Monthly FOB Variance

Monthly Freight Variance

Monthly Total Variance

12

\$ 30,152

\$ 3,594

\$ 33,746

Invoice Accuracy:

Invoice Fill Rate

PO Accepted Rate

Perfect Order Percentage

97.25%

99.00%

92.34%

Inventory Management:

Monthly Carrying Cost

SKU #1

SKU #2

Average as % FOB

\$ 42,513

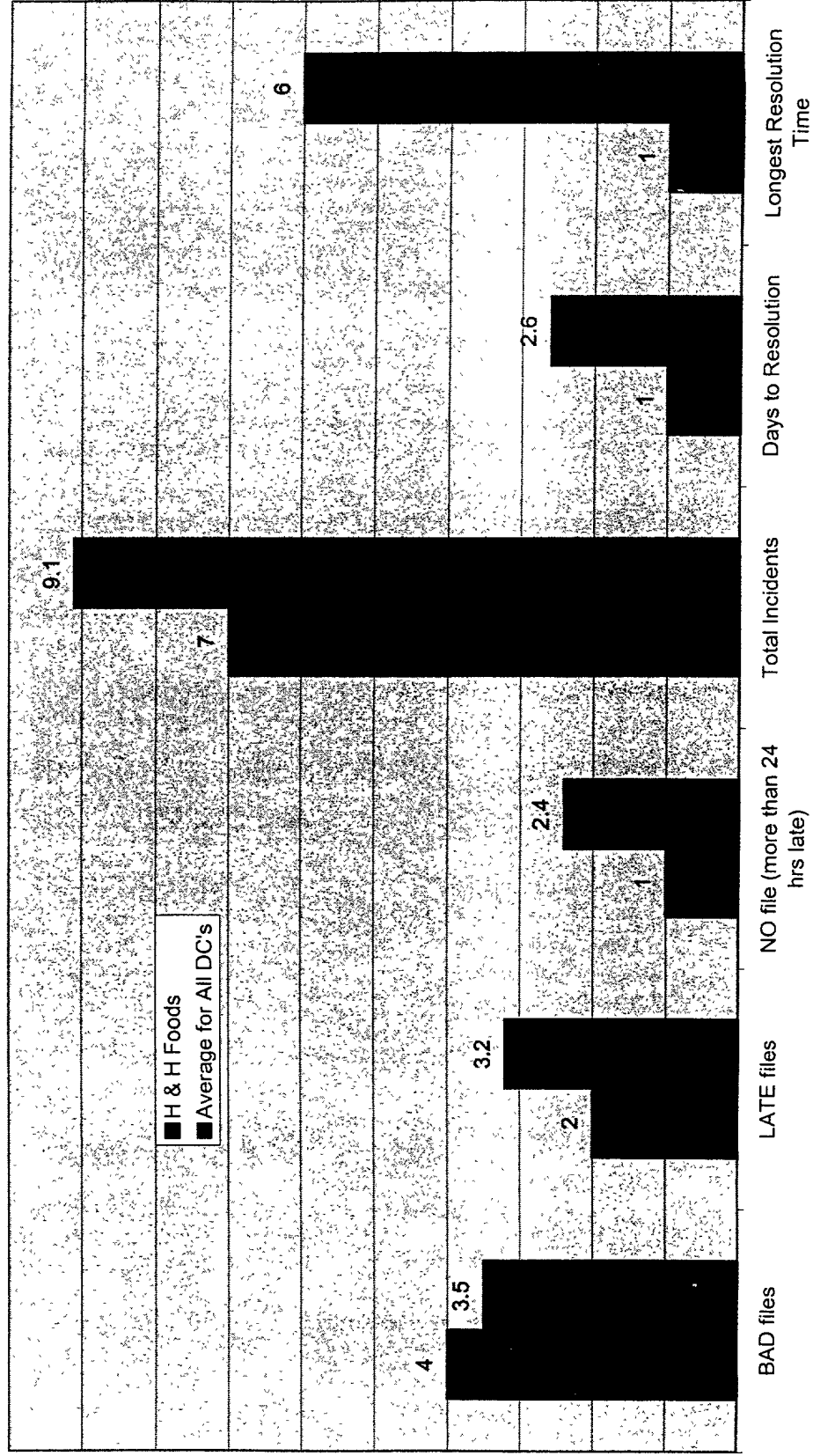
\$ 12,589

1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →





3500

FIG. 35 Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | | | 2.38% |
| COMARK INSTRUMENTS, INC. | | | |
| WHITEFORD FOODS, INC. | | | |
| LEPAGE BAKERY / COUNTRY KITCHEN | | | |
| NCR-SYSTEM MEDIA | | | |
| SIGNATURE MEATS GROUP | | | |
| SCHWEBEL'S BAKING CO | | | |
| MAUI CUP | | | |
| MIRA PLASTICS | | | |
| DIXIE PRODUCE & PACKAGING | | | |
| NOR-LAKE, INC. | | | |
| FORT JAMES OPERATING COMPANY | | | |
| FRESH ADVANTAGE, KC | | | |
| SILVER KING - MN - CORP | | | |
| TYSON FOODS | | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | |
| CLOUGHERTY PACKING | | | |
| BEVERAGE - AIR | | | |
| COMPONENT HARDWARE GROUP, INC | | | |
| COCA - COLA USA | | | |
| TOASTMASTER | | | |
| GRANT COUNTY FOODS | | | |
| FRESH EXPRESS | | | |
| TAYLOR FARMS | | | |
| MODULAR DISPENSING SYSTEM | | | |
| CENTURY PRODUCTS, LLC | | | |
| ROSE PACKING COMPANY | | | |

| Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|-----------------------------|-----------------------------|-----------------------------------|
| \$5,000.00 | 92.00% | 3.00% |
| RSI Min | | |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |

3600



Mock Report/1

| | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|

Food Cost Index

| | | | | | | | | | |
|------------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | 0.30 | | | | | | |
| Good/(Bad) | | | | | | | | | |

Total Dollar Purchases (in Millions) /2

| | | | | | | | | | |
|------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

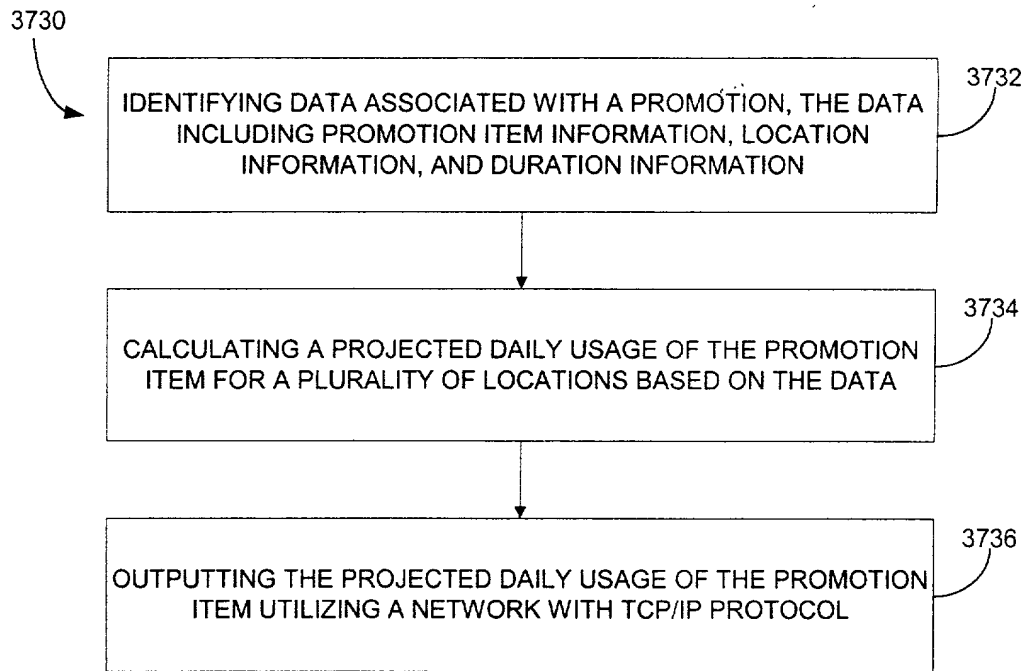


FIG. 37

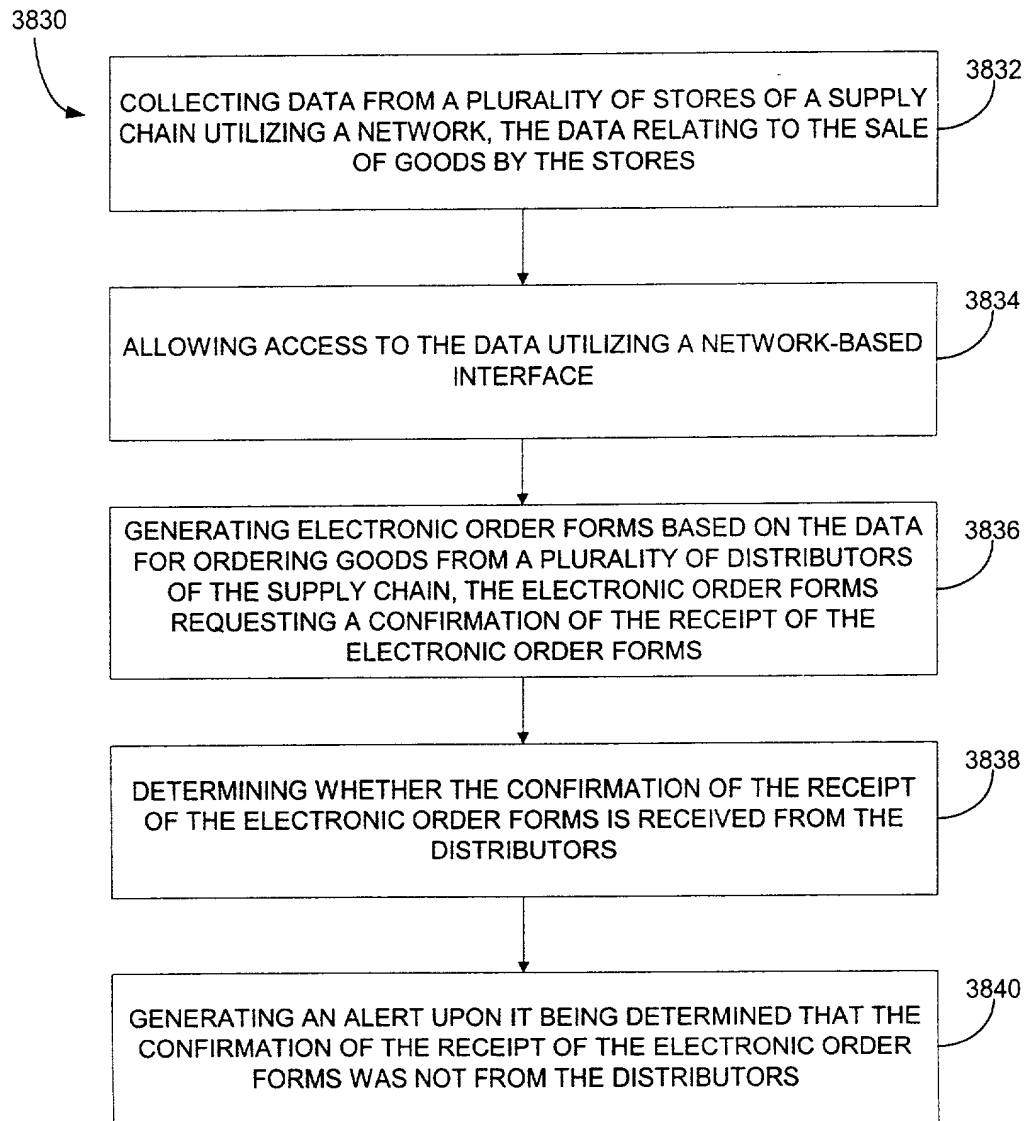


FIG. 38

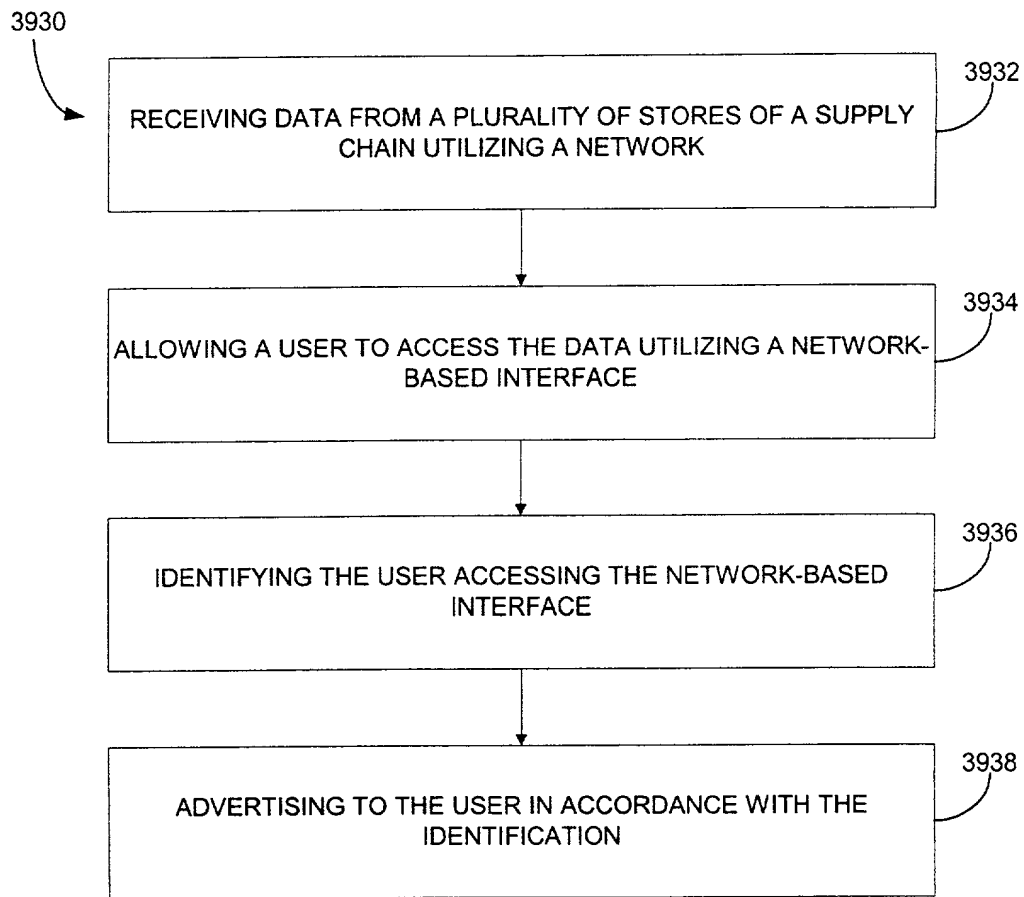


FIG. 39

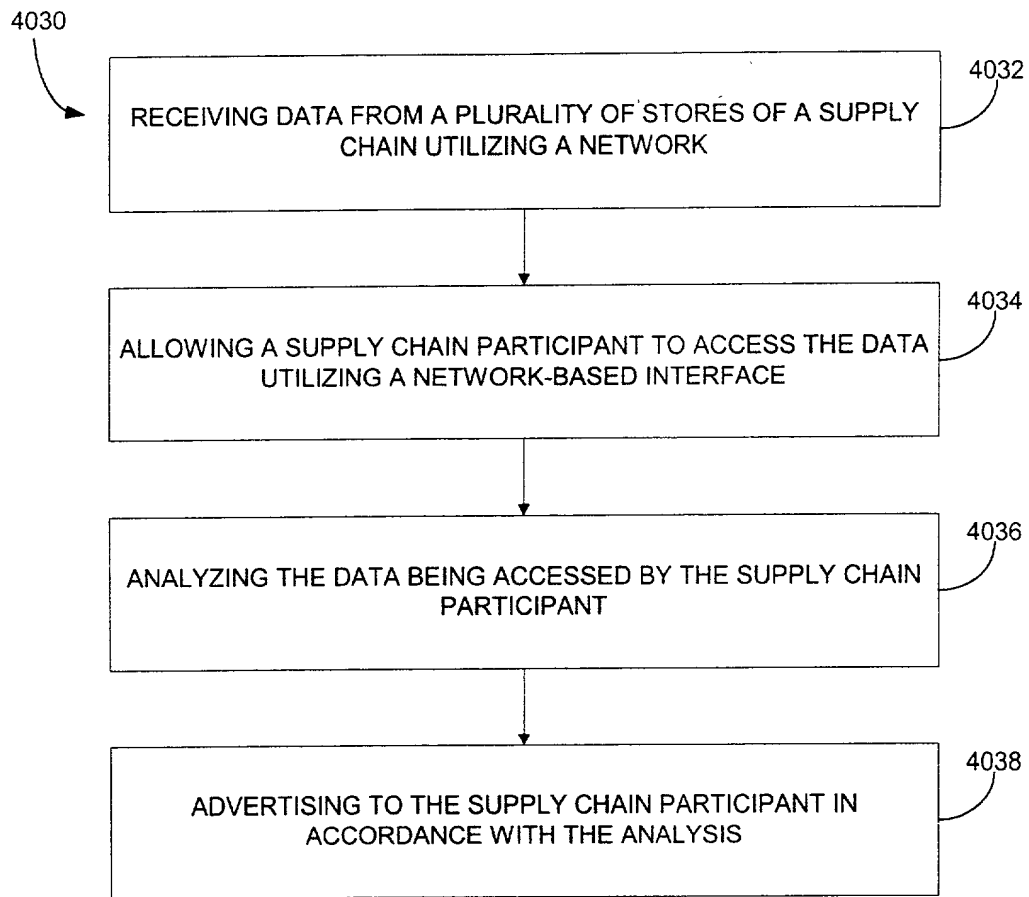


FIG. 40

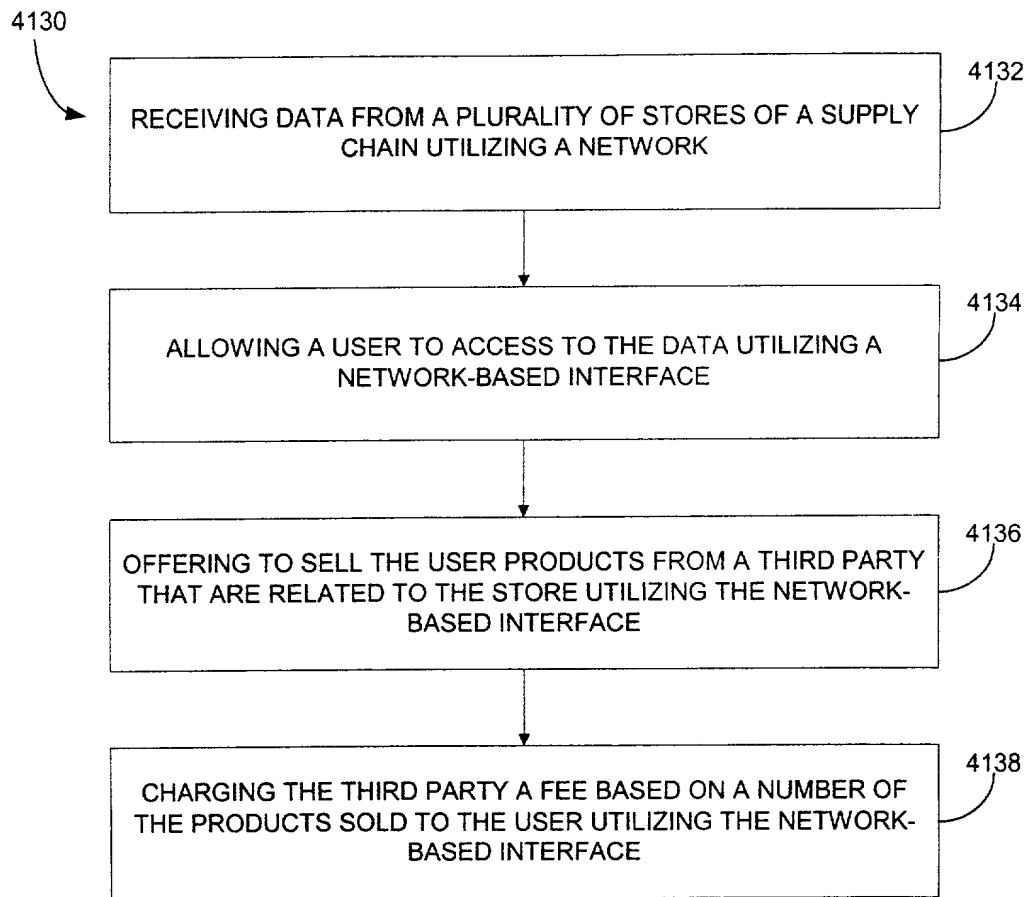


FIG. 41

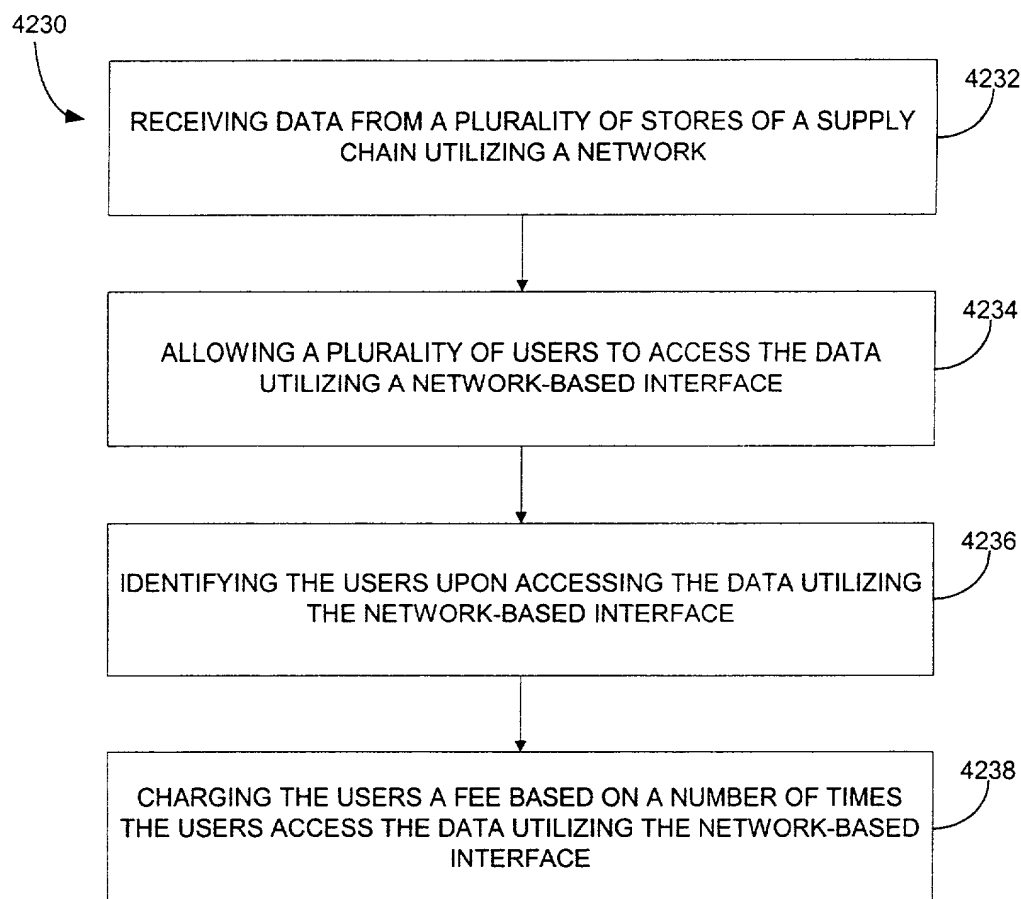


FIG. 42

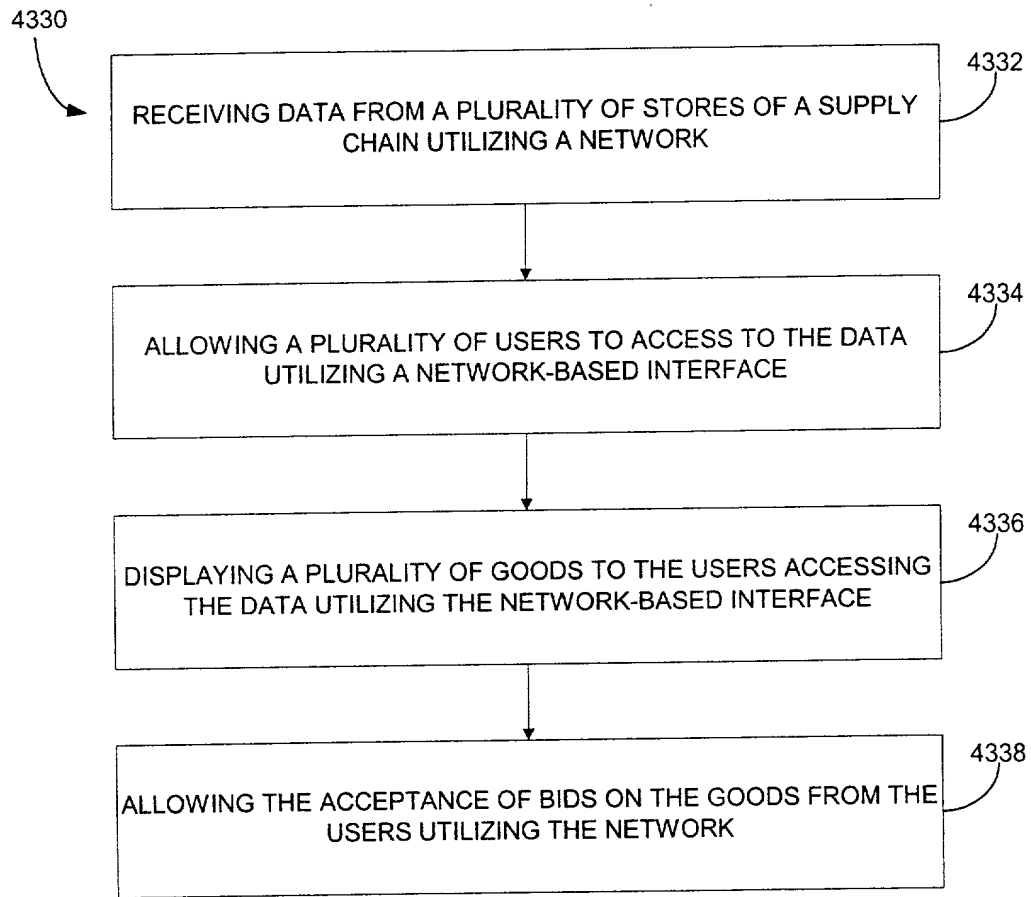


FIG. 43A

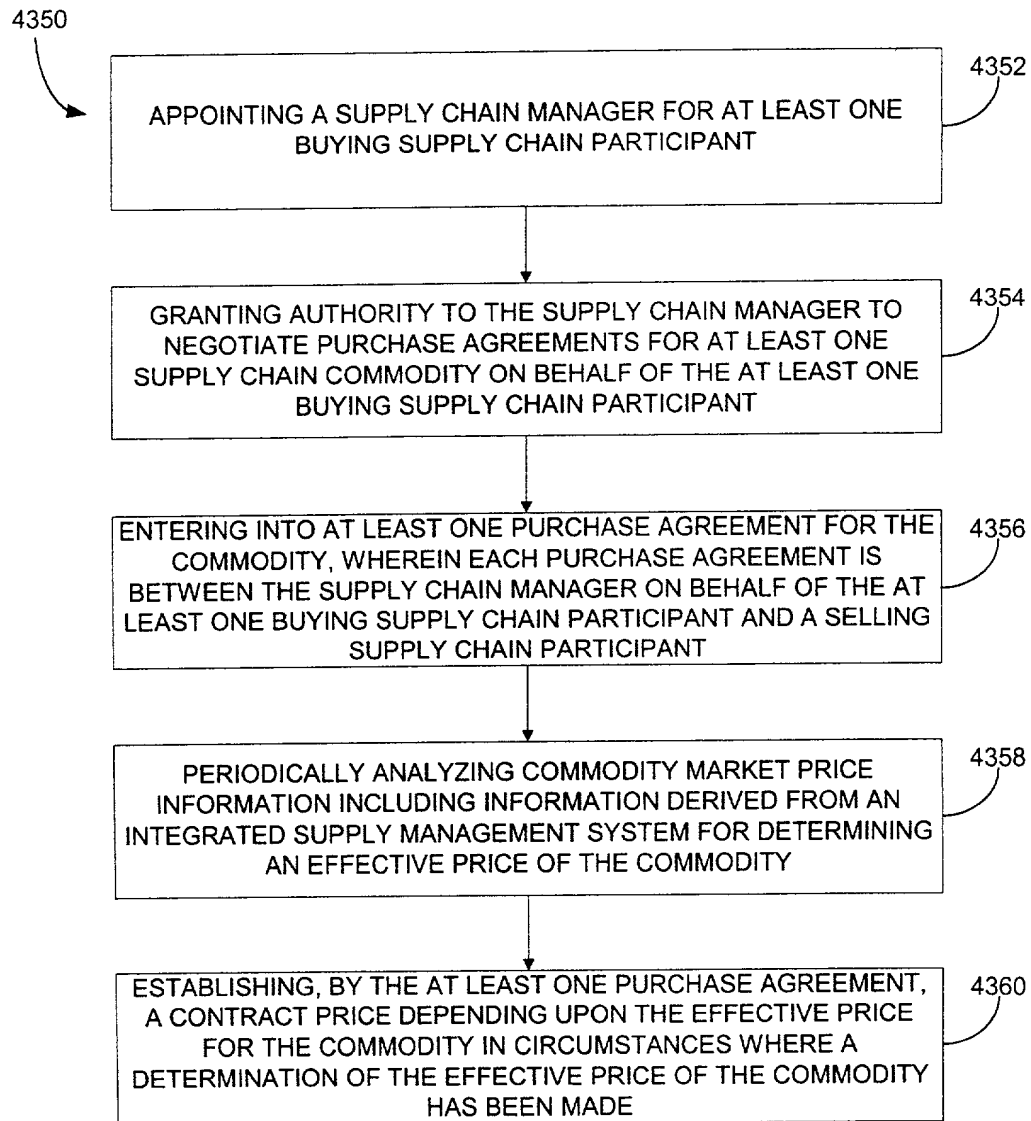


FIG. 43B

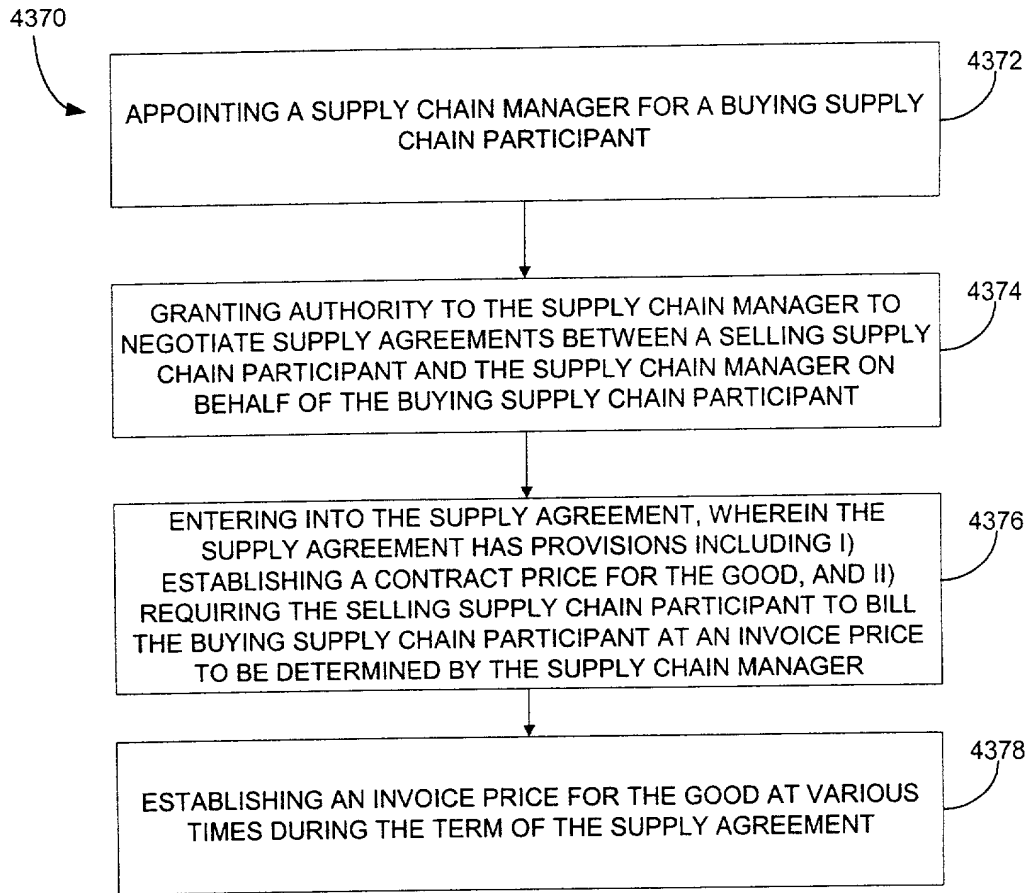


FIG. 43C

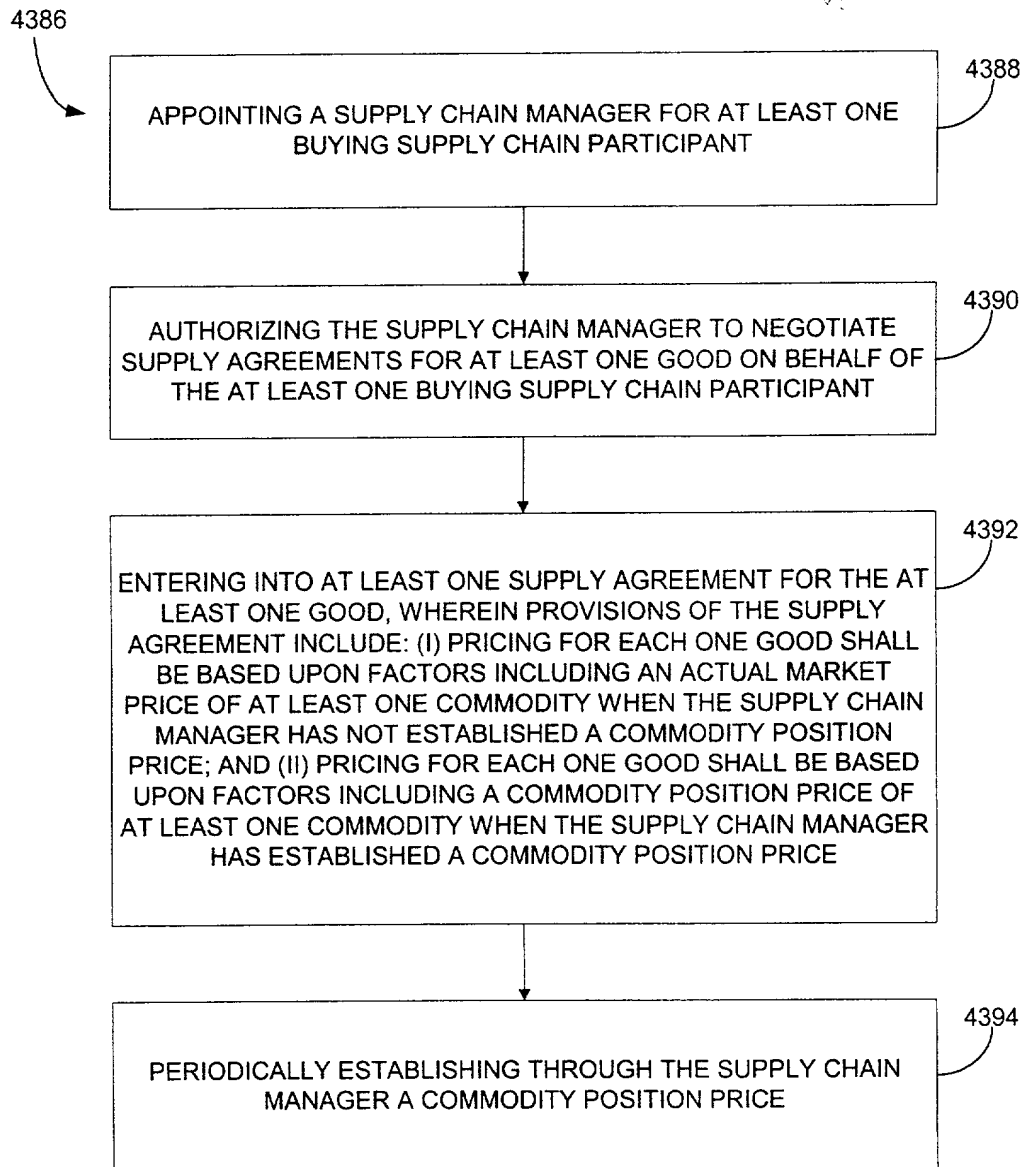


FIG. 43D

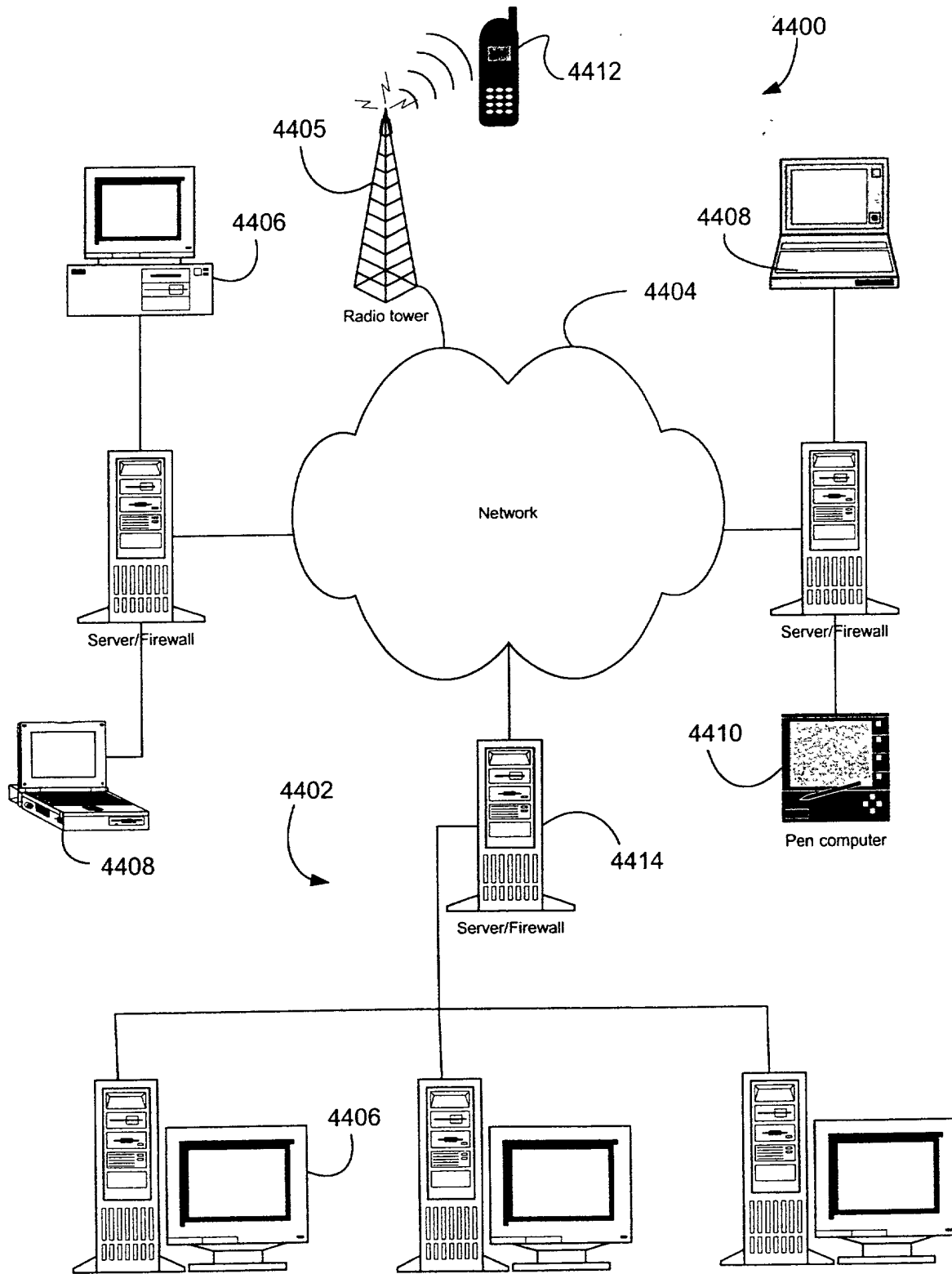


FIG. 44

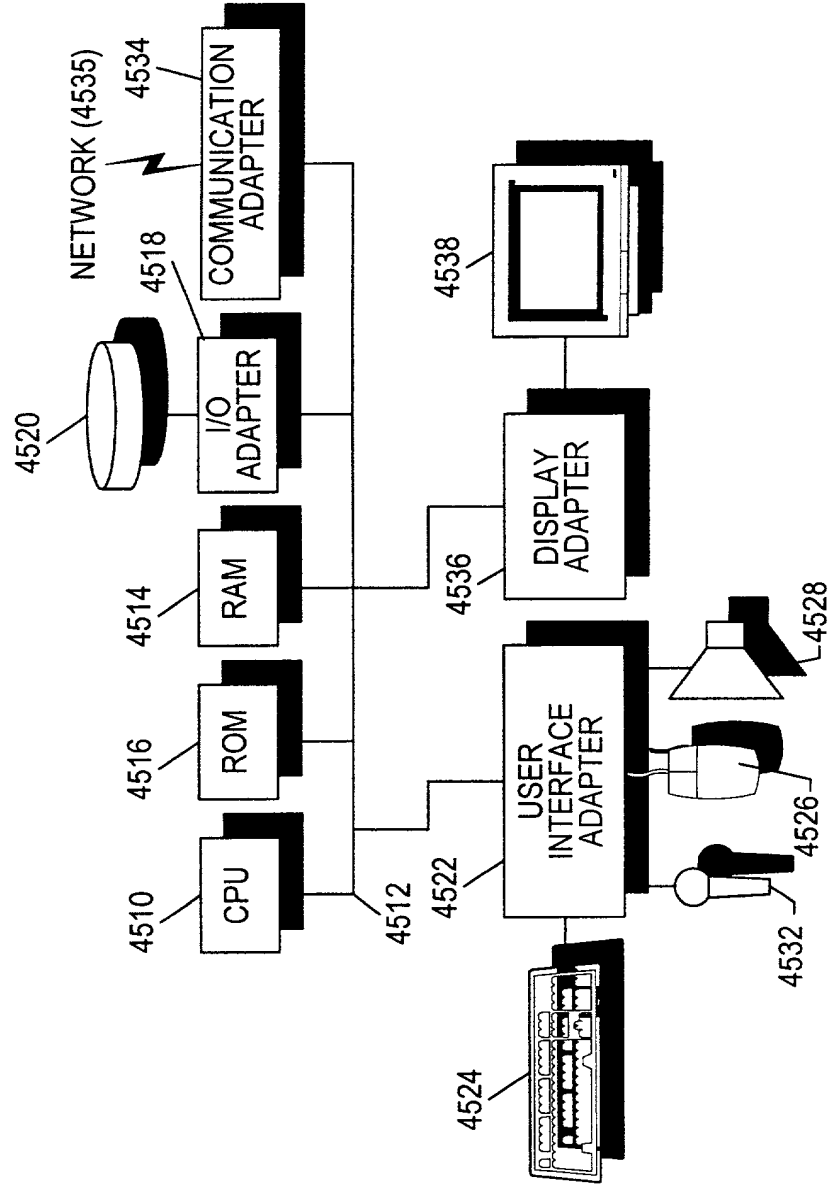


FIG. 45

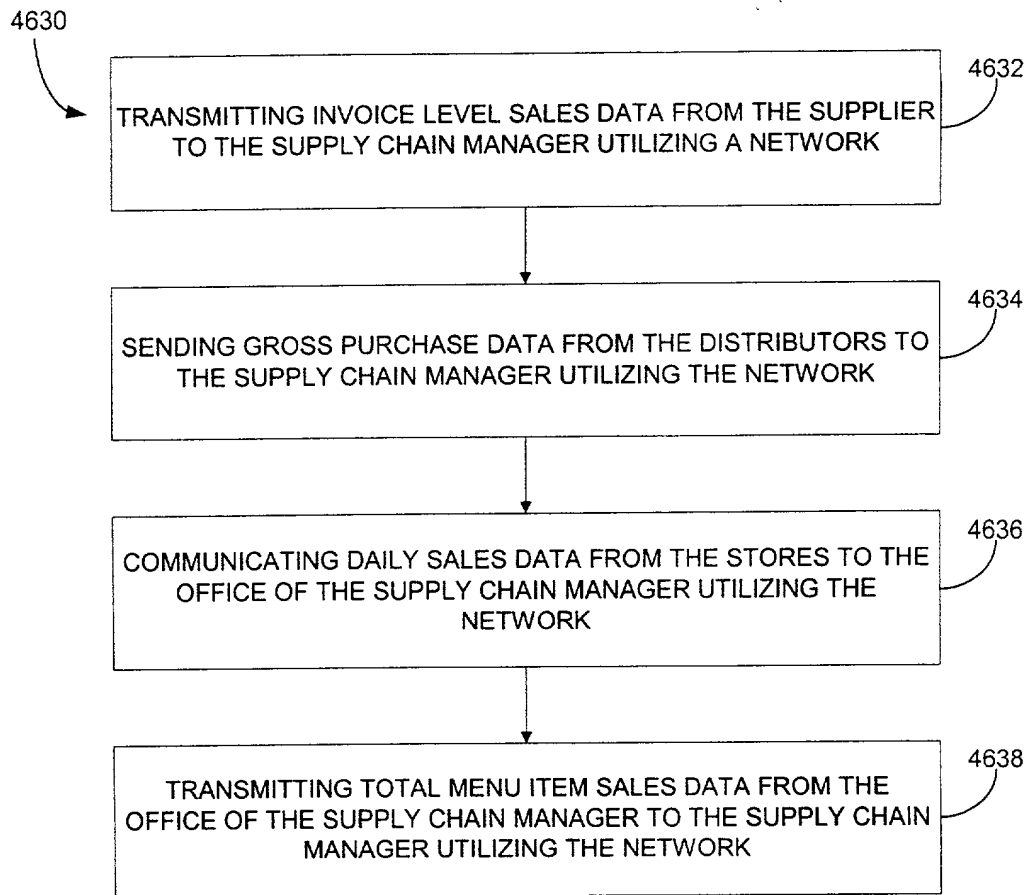


FIG. 46

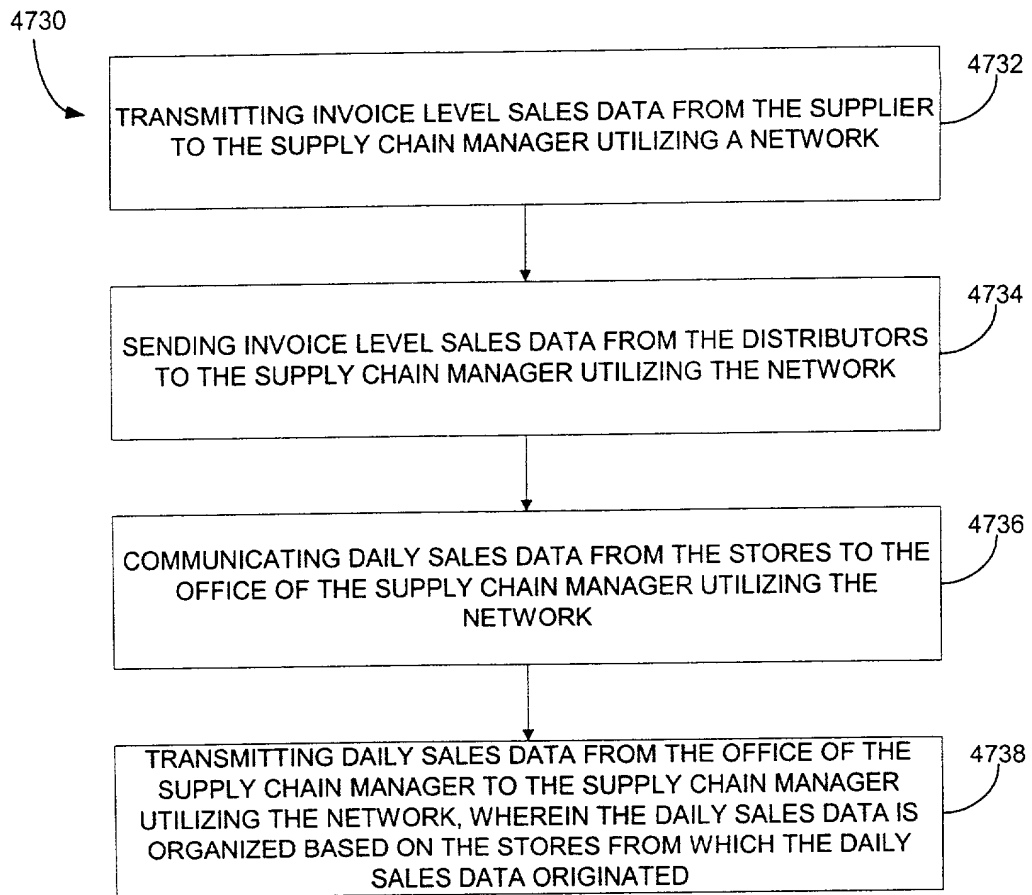


FIG. 47

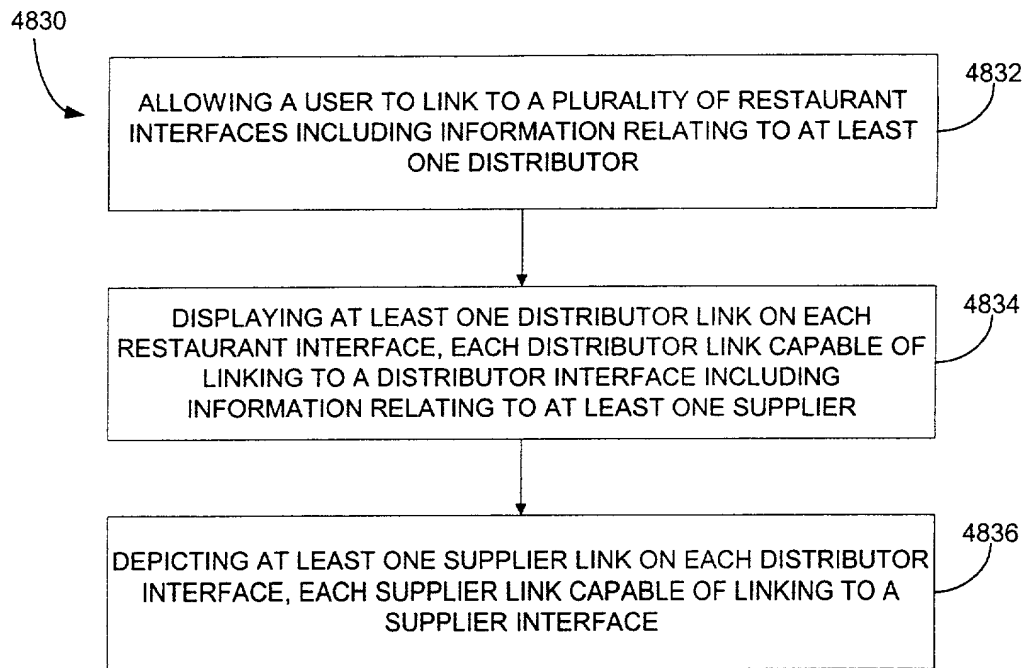


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

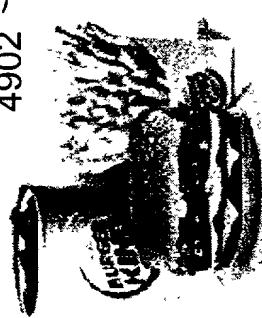
File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

Go Links

RSI

4902



Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Password

Enter Site

Click For Help

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U S BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Contact Information

Map/Directions

General Information



Legal Information

More About RSI

Help

BK-C link

NFA link

Internet

FIG. 49

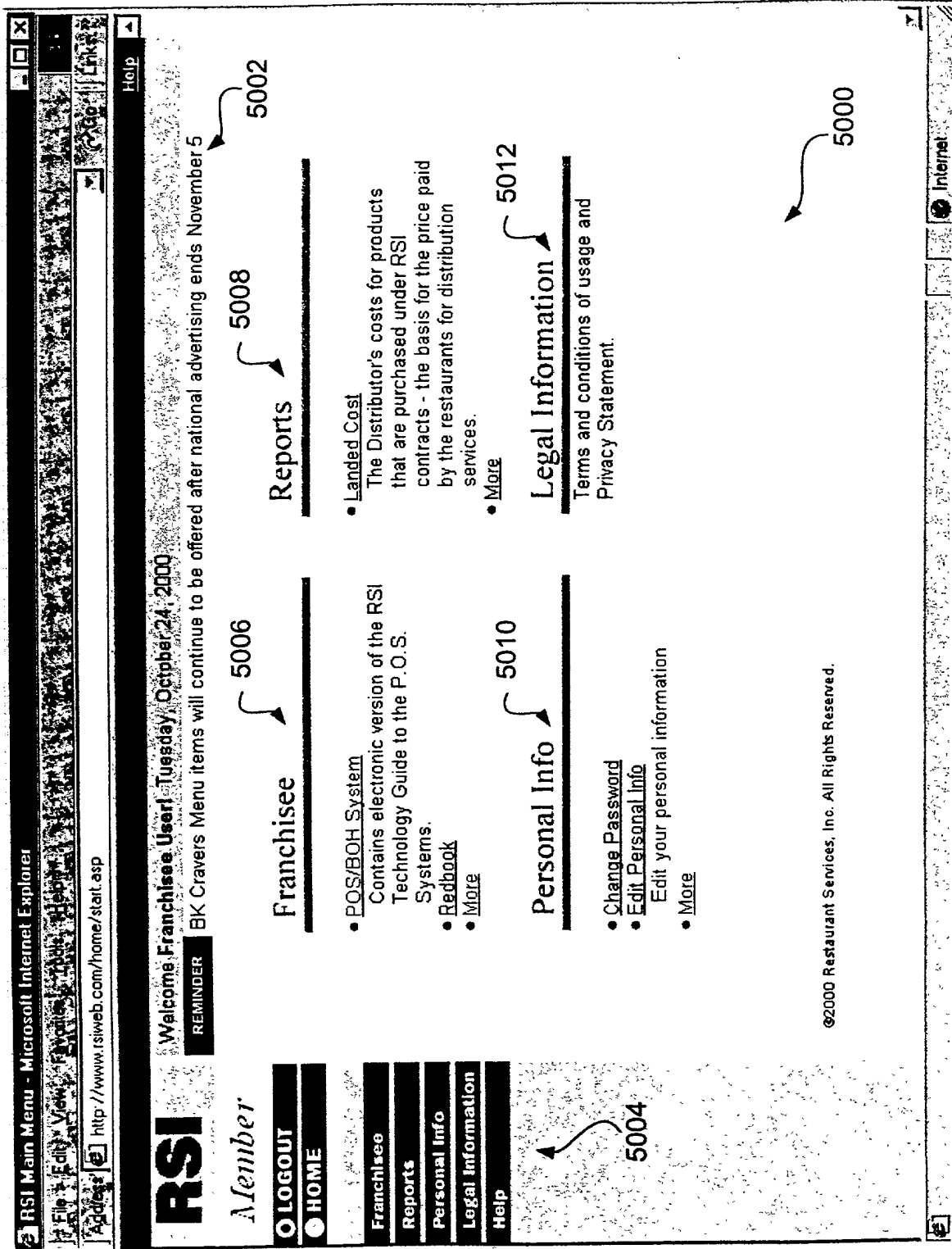


FIG. 50

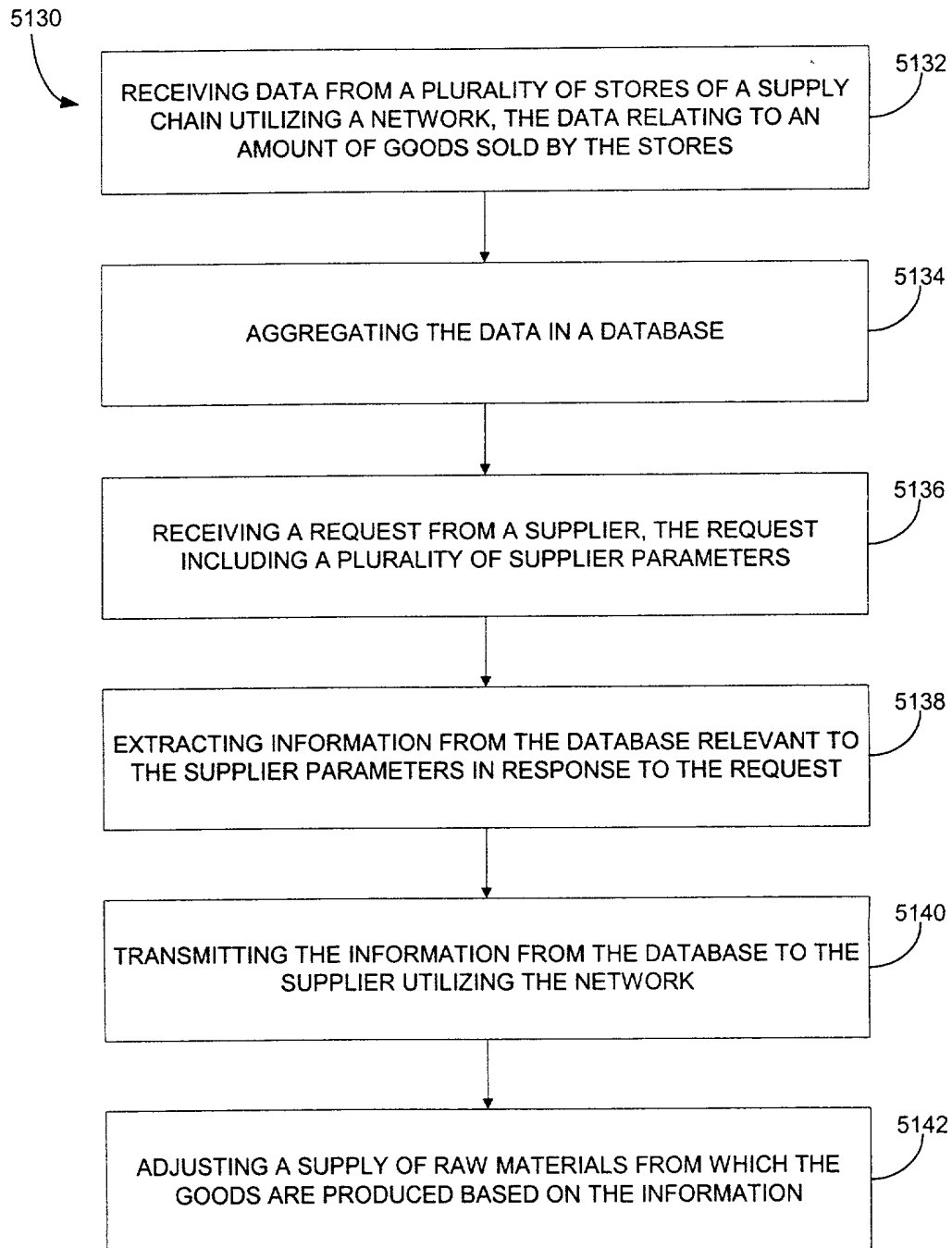


FIG. 51

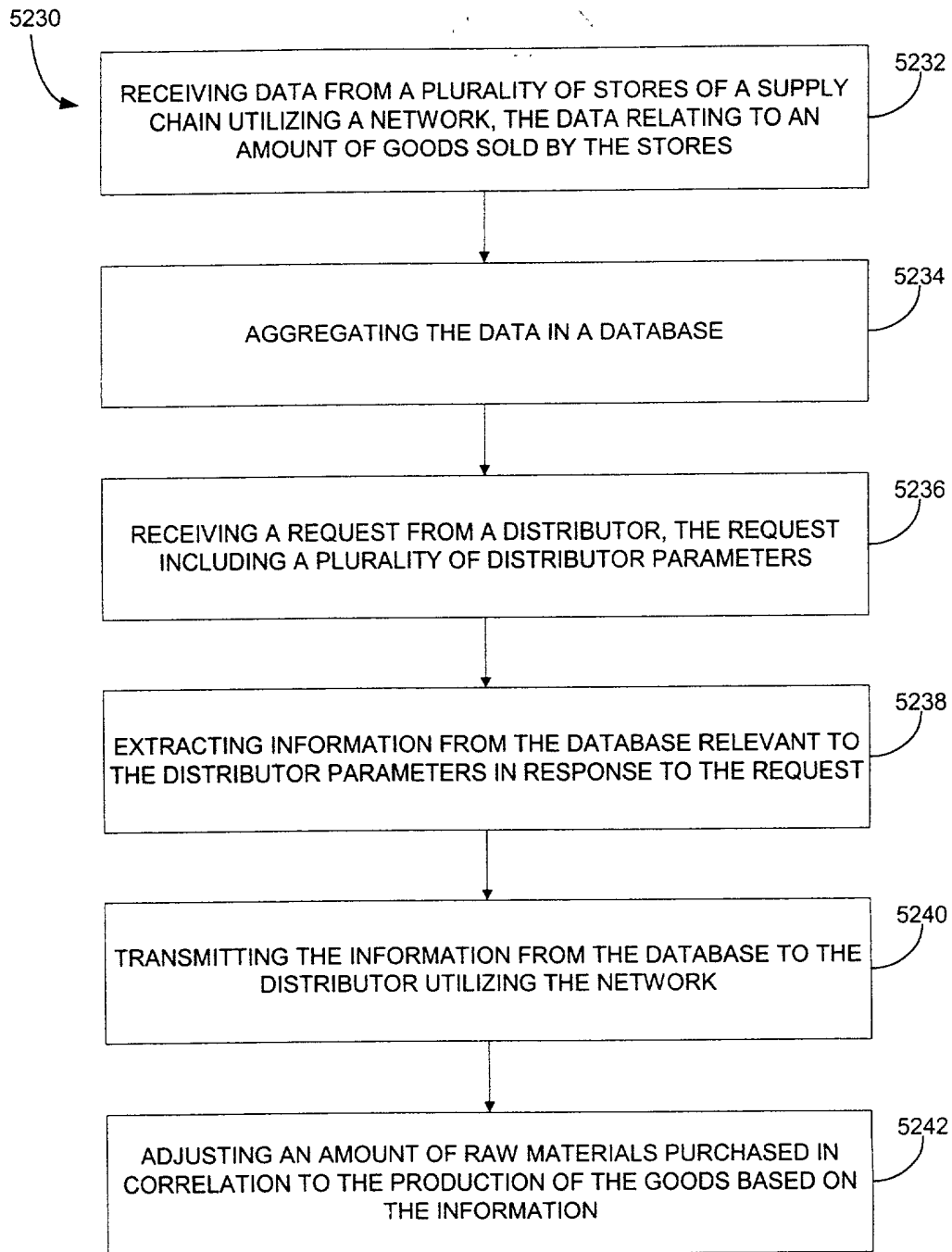


FIG. 52

103020" ST 451350

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/supplier/s_rlposdaily.asp?report=true

RSI
Supplier

LOGOUT
HOME

Reports
Personal Info
Legal Information
Help

POS Implied Daily Usage - Supplier

Supplier TYSON FOODS Retrieve

5500

Printer Friendly Version

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier TYSON FOODS

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| | | 14 Day Rolling (Total Cases) | | | | | | | | | | | | | | Week Ending Total | | | | | |
|-----------------------|-------------|------------------------------|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|-------|-------|------|
| FOR Point | RSI Item No | Description | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 10/2 | 9/25 | 9/18 |
| Total of DC Locations | | | | | | | | | | | | | | | | | | | | | |
| | CHICKEN- 0 | PATTY | 0.00% | 90 | 137 | 144 | 111 | 100 | 46 | 43 | 40 | 53 | 60 | 48 | 46 | 41 | 100 | 790 | 774 | 795 | 781 |
| | CHICKEN- 7 | BK BROILER | 0.00% | 35 | 51 | 80 | 48 | 46 | 43 | 43 | 40 | 53 | 60 | 48 | 46 | 41 | 330 | 327 | 354 | 344 | |
| | CHICKEN- 6 | TENDERS | 0.00% | 222 | 335 | 337 | 205 | 240 | 220 | 225 | 246 | 346 | 316 | 255 | 228 | 223 | 1,815 | 1,808 | 1,418 | 1,203 | |
| | CHICKEN- 1 | WINGS | 0.00% | | | | | | | | | | | | | | | | | | |

Done Internet

FIG. 55



Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

5600

Restaurant Number:

0003473 ▶

Date: 10/22/00

Retrieve

Retrieve

Printer Friendly Version
Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340 | 4439 | REGISTER TAPE-THERMAL 2.25" X 105' | \$21.27 | \$1.57 | \$22.84 |
| 12860 | 3586 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 19986 | 369 | SAUCE-BULK-KRAFTBULL-SEYE | \$24.49 | \$1.57 | \$26.06 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20789 | 67 | MUSTARD-BULK 3 GAL | \$6.46 | \$1.57 | \$8.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 66 | SAUCE-BULK-MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24600 | 4270 | WATER-ICE MOUNTAIN .5L | \$6.41 | \$1.57 | \$7.98 |
| | | Internet | | | |

57 Dana

FIG. 56

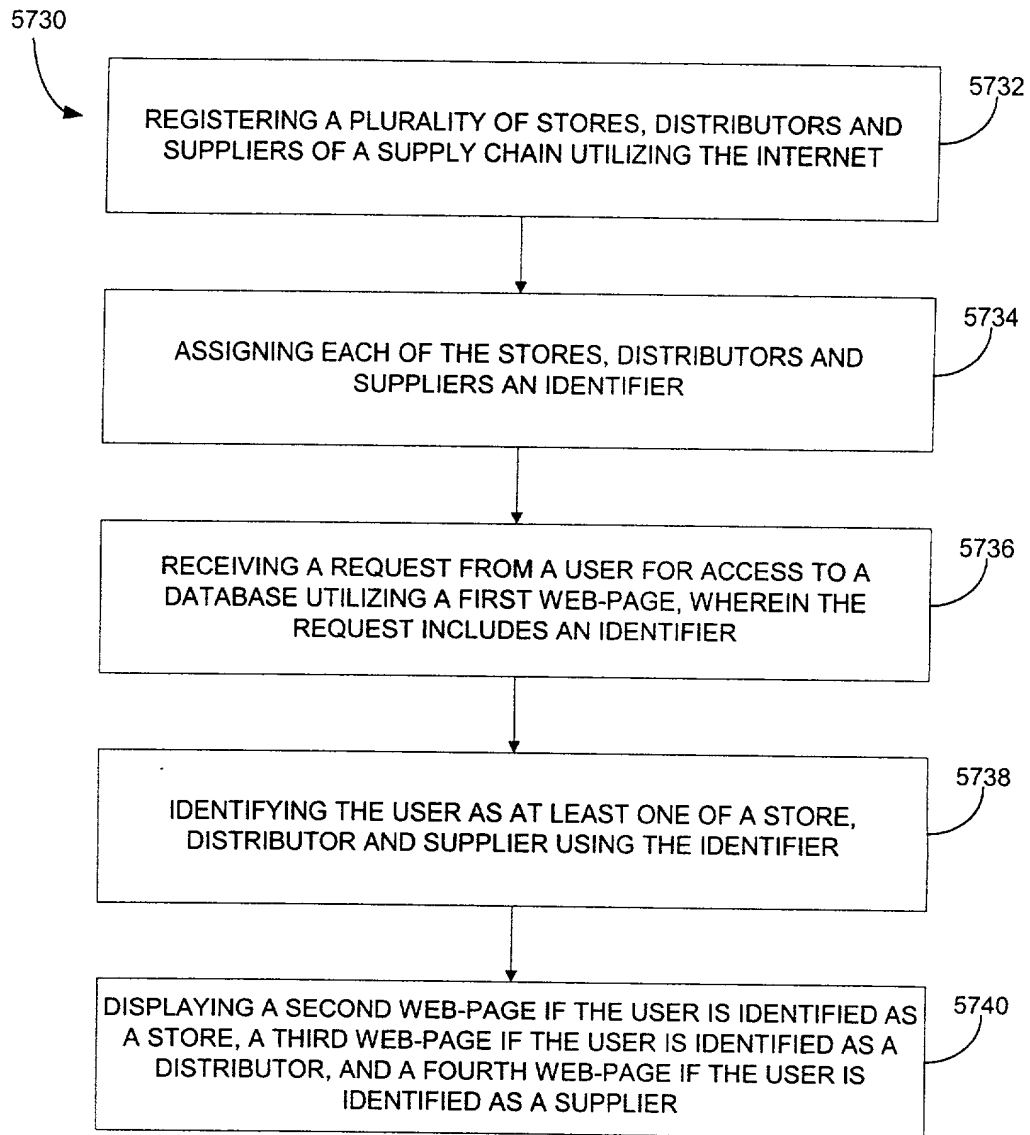


FIG. 57

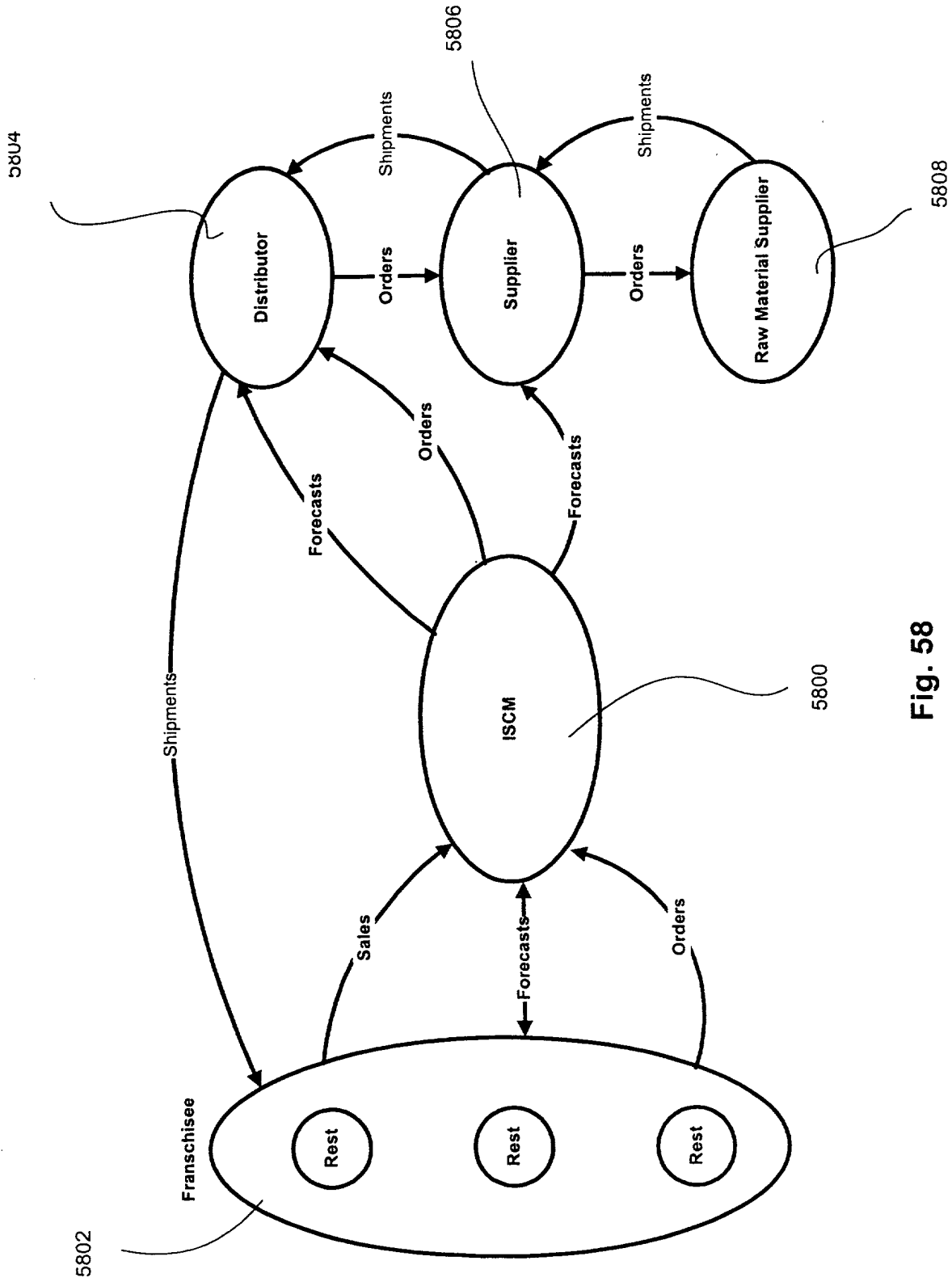


Fig. 58

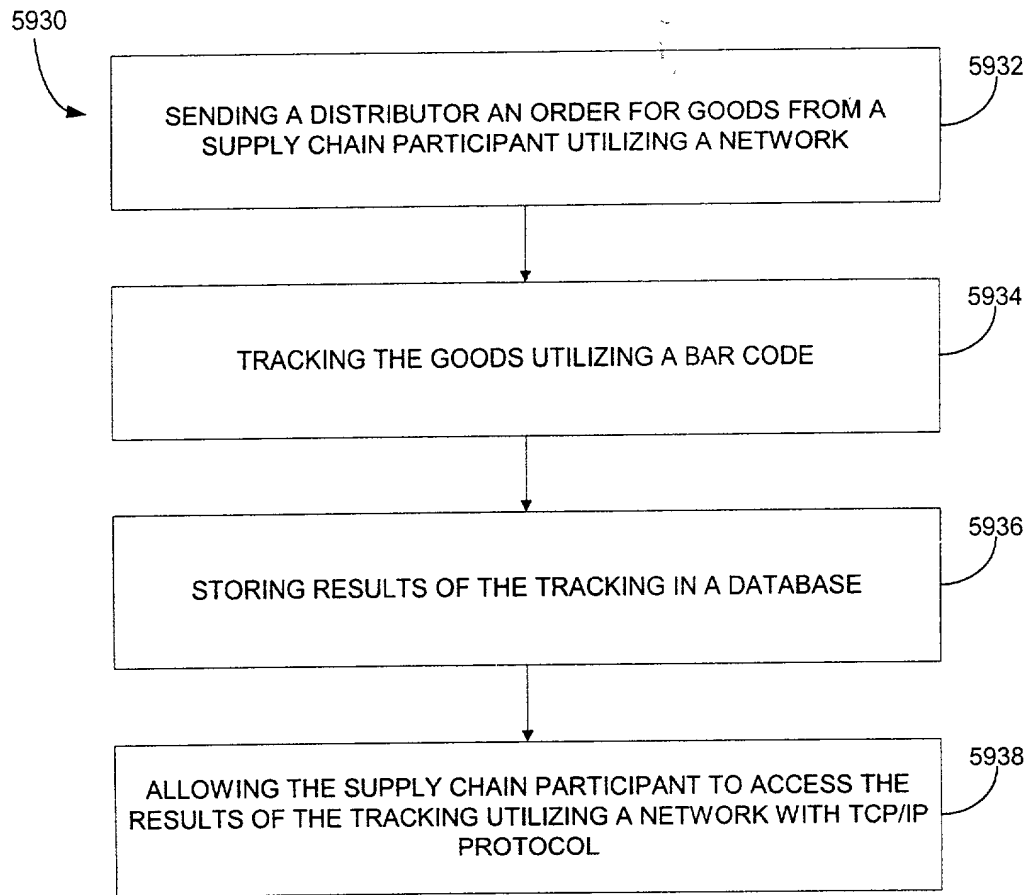


FIG. 59

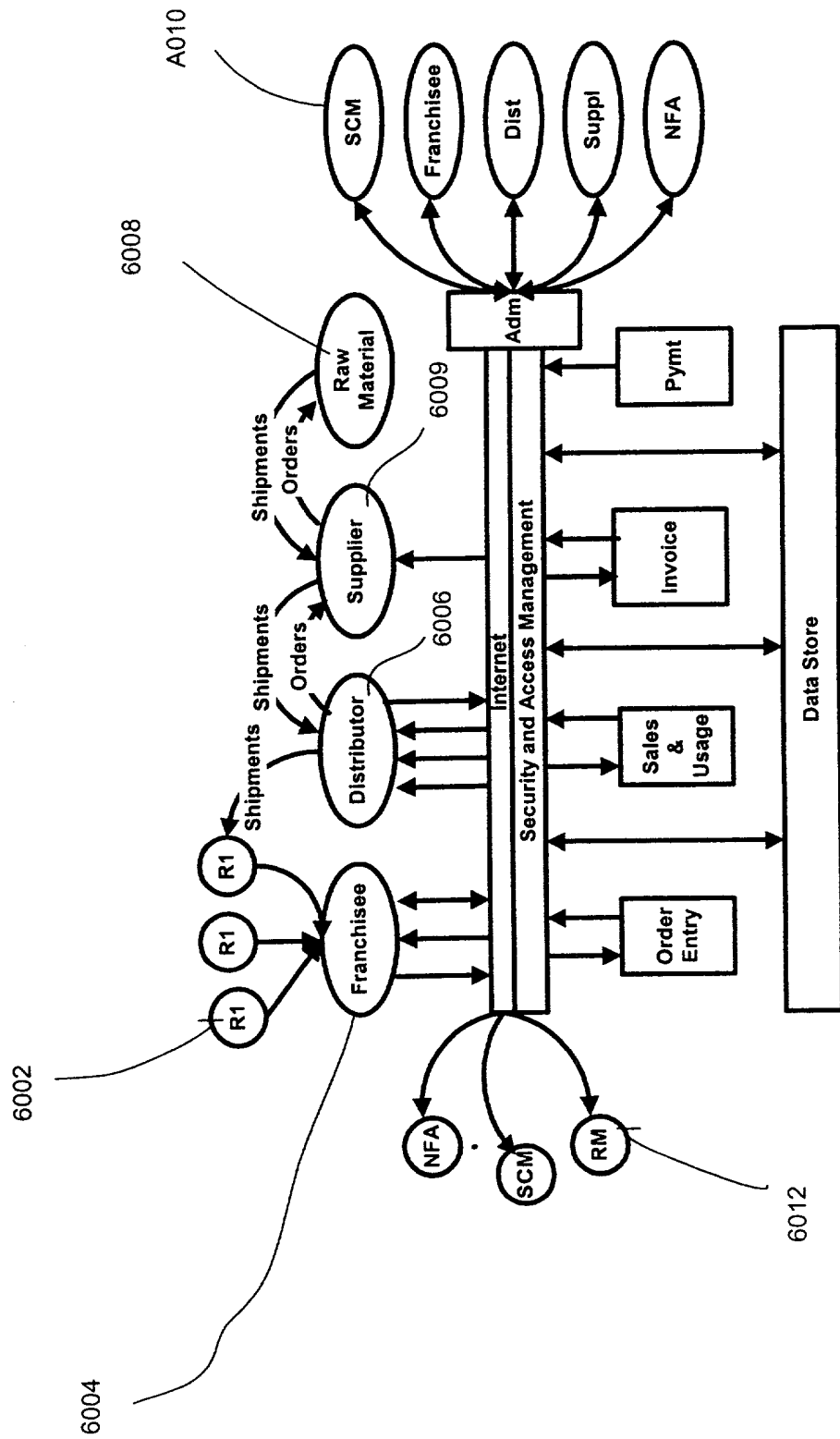


Fig. 60

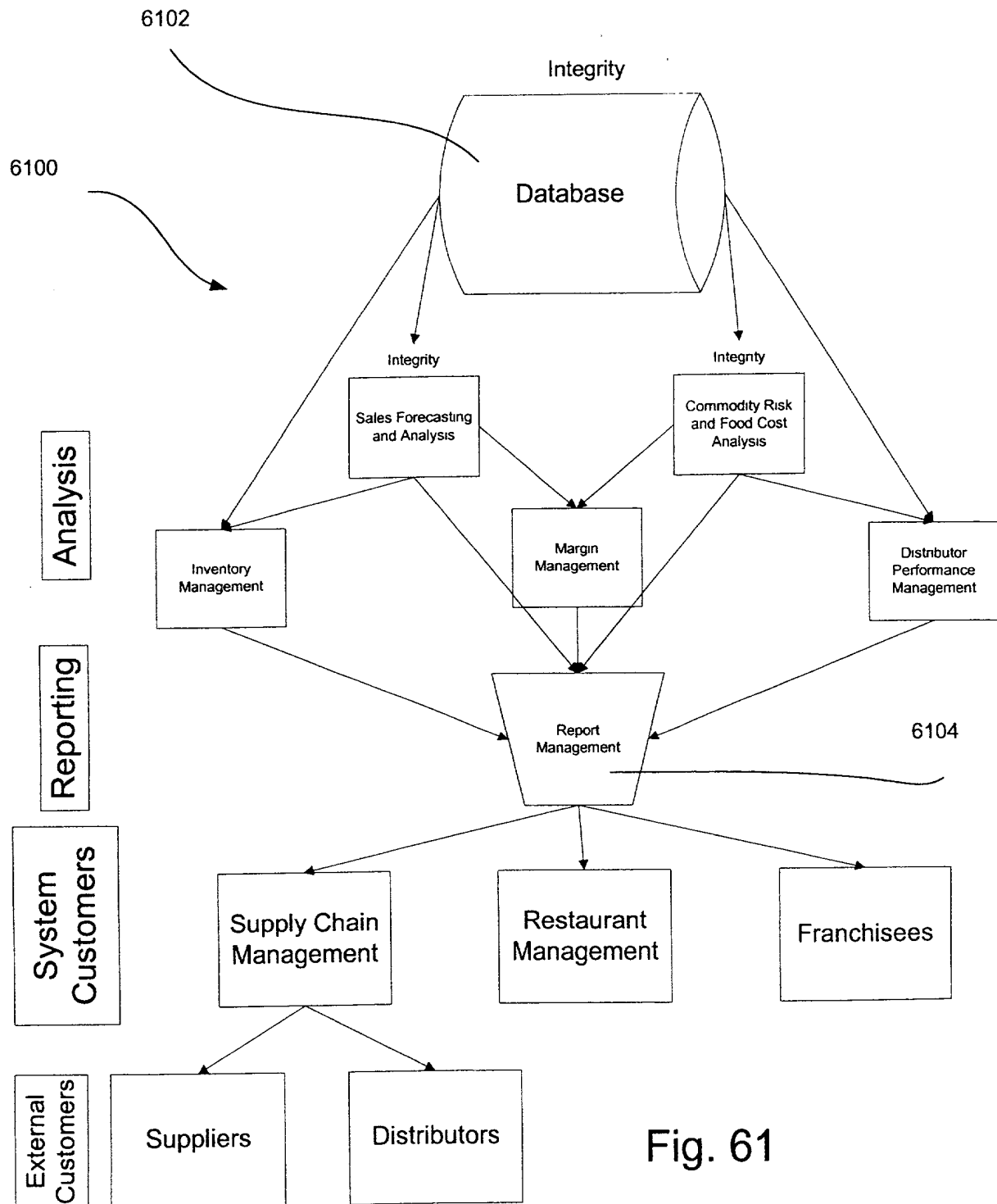


Fig. 61

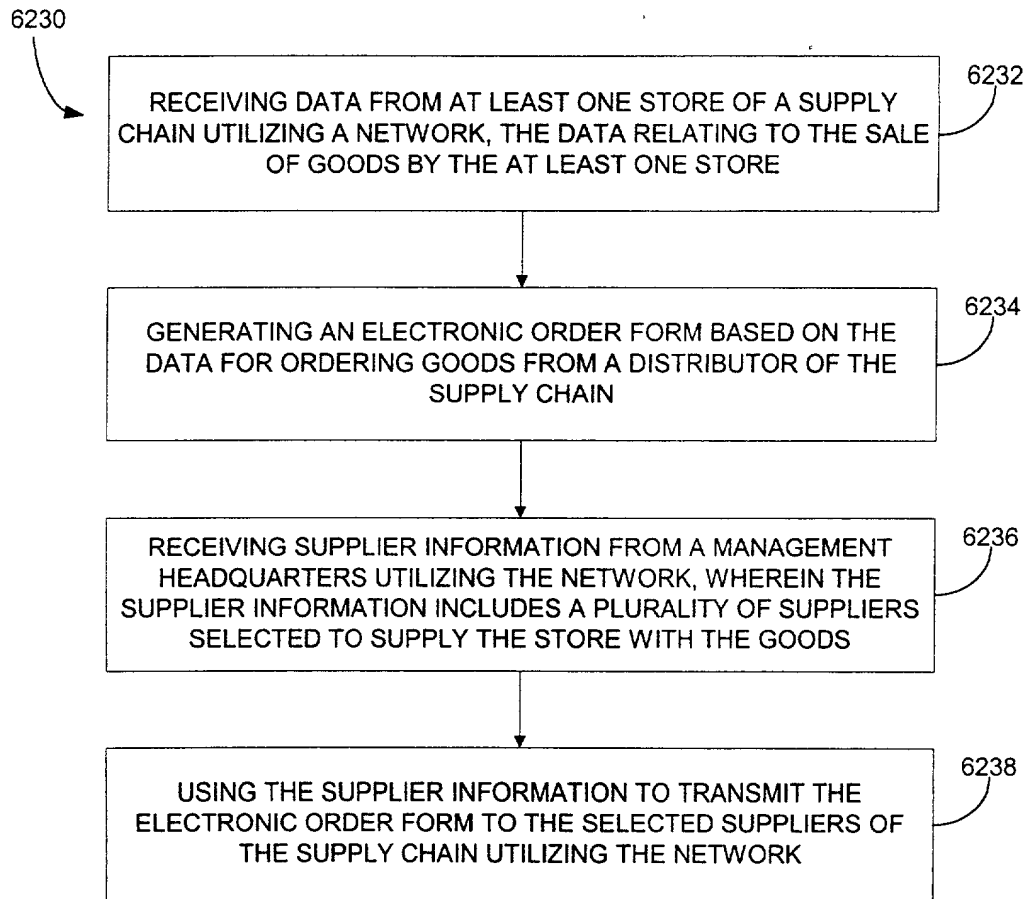


FIG. 62

6300

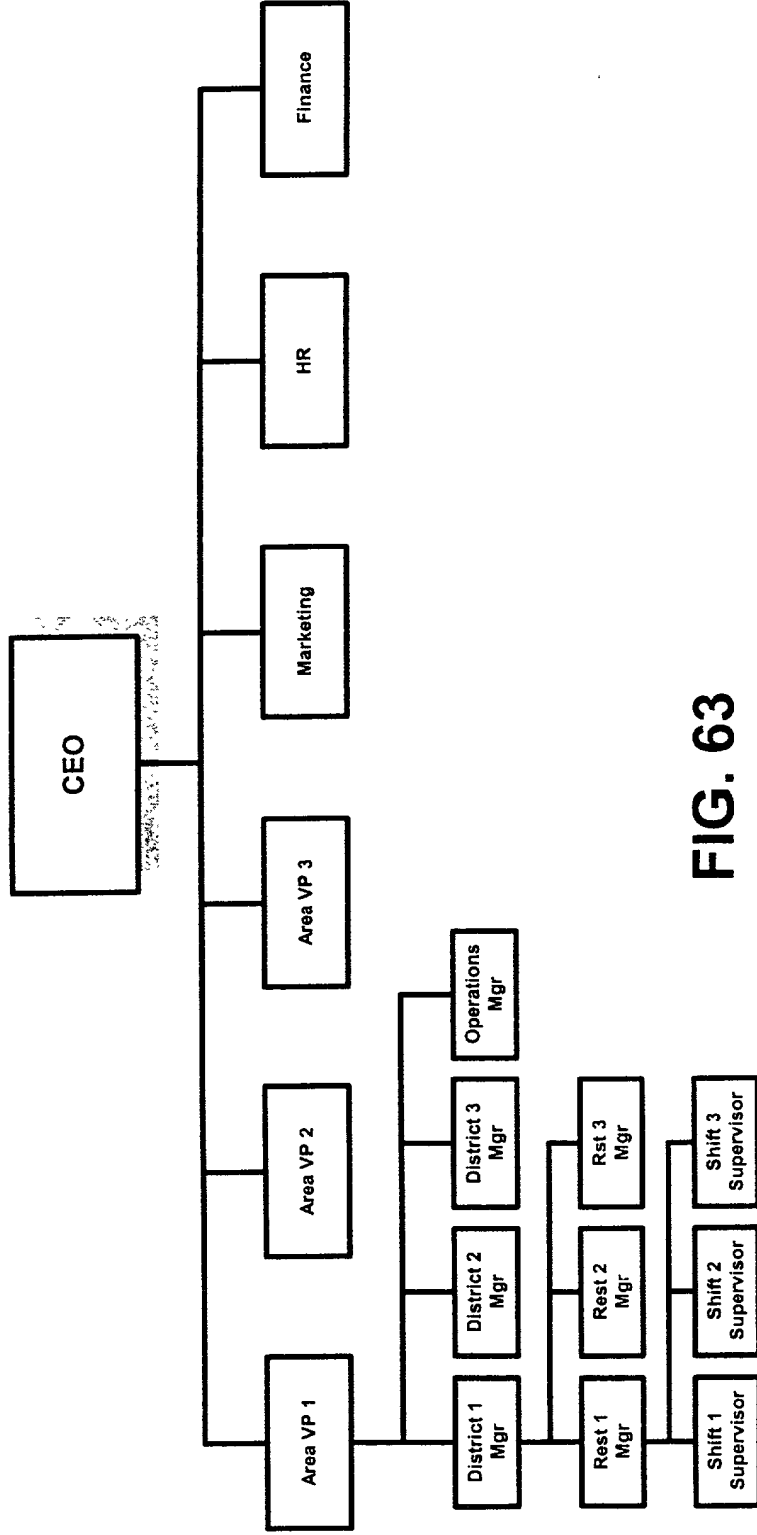


FIG. 63

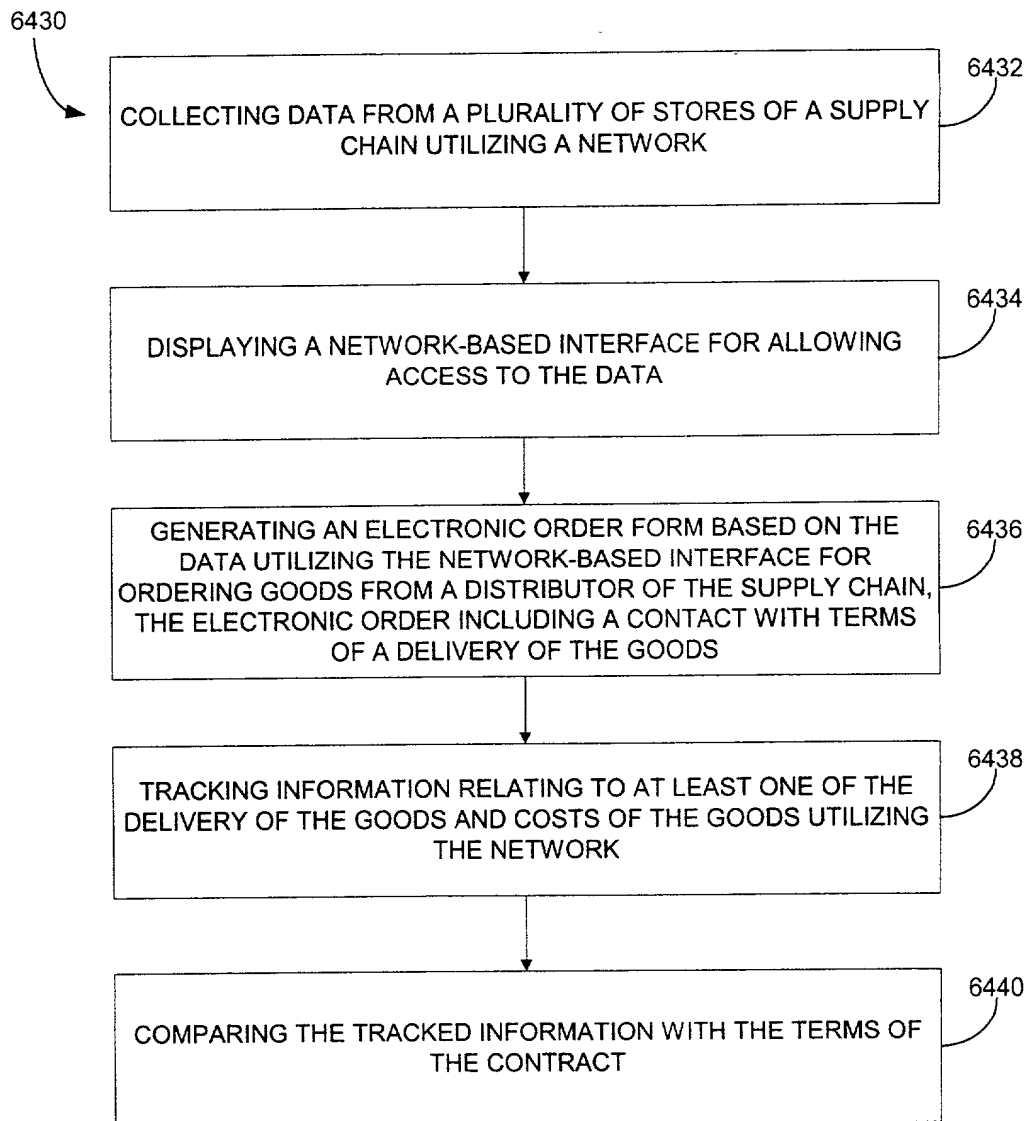


FIG. 64

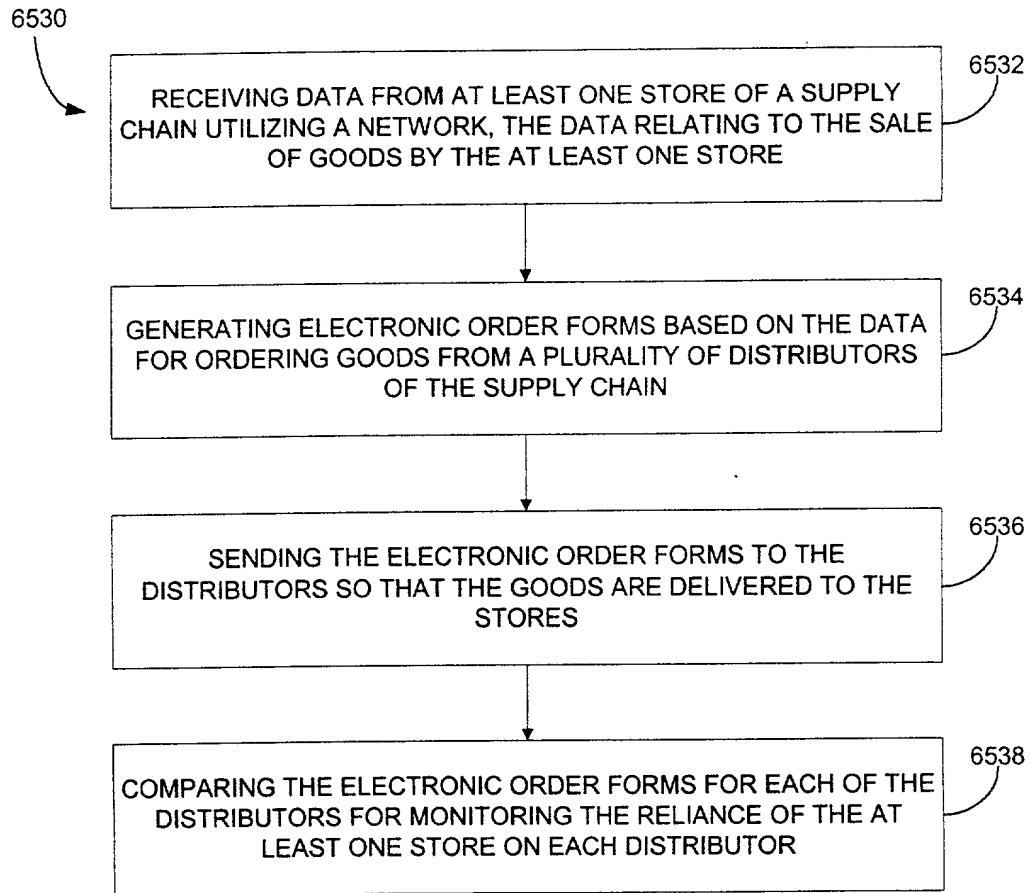


FIG. 65

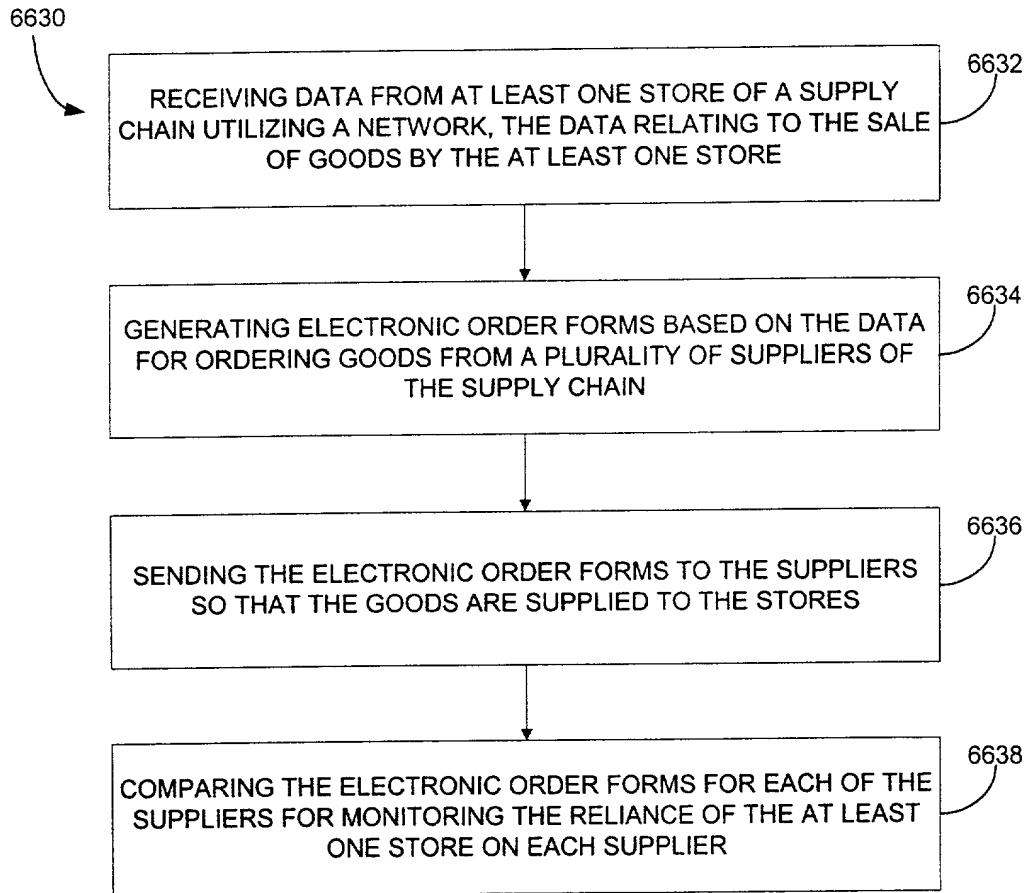


FIG. 66

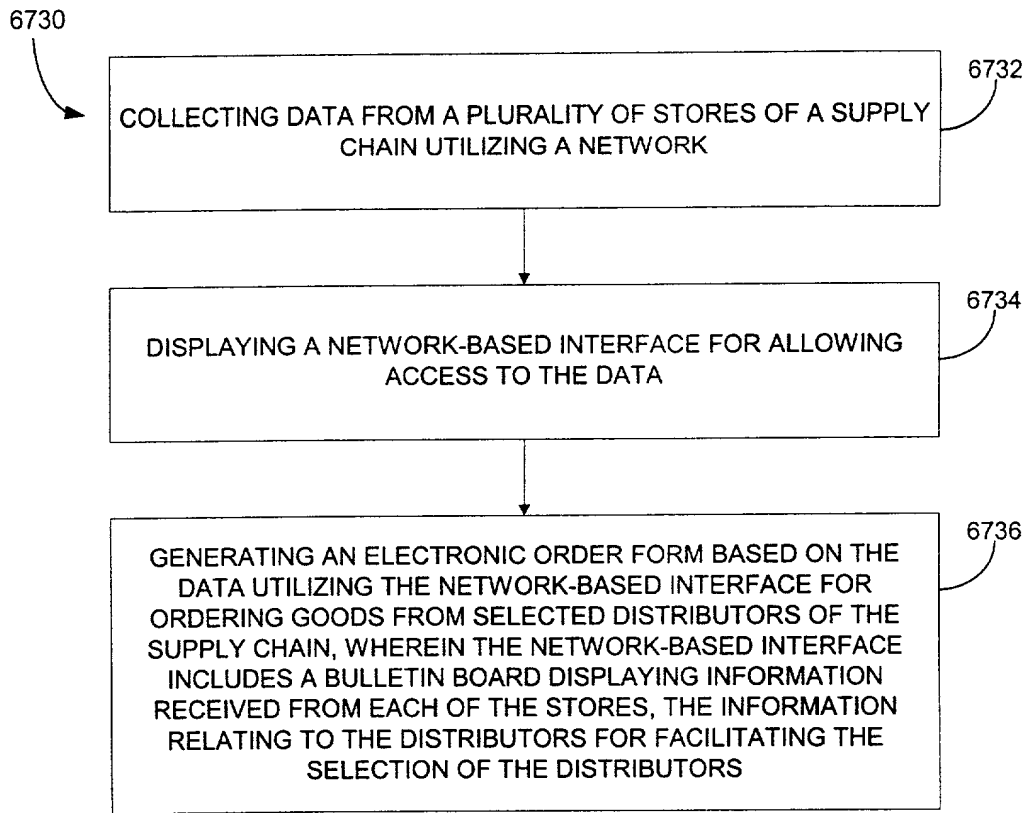


FIG. 67

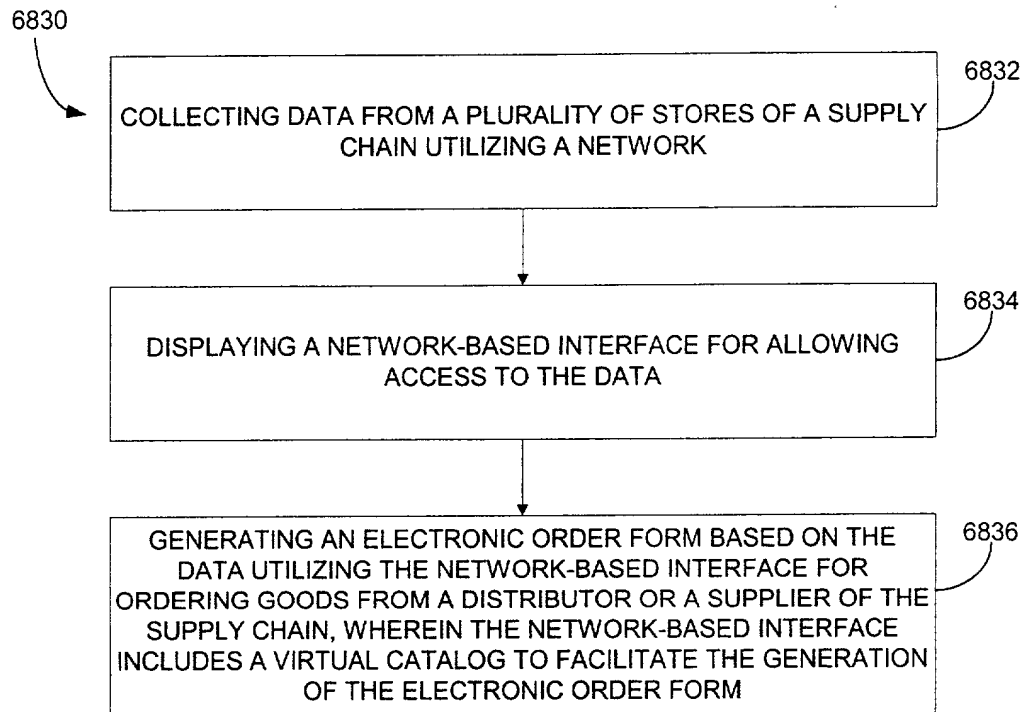


FIG. 68

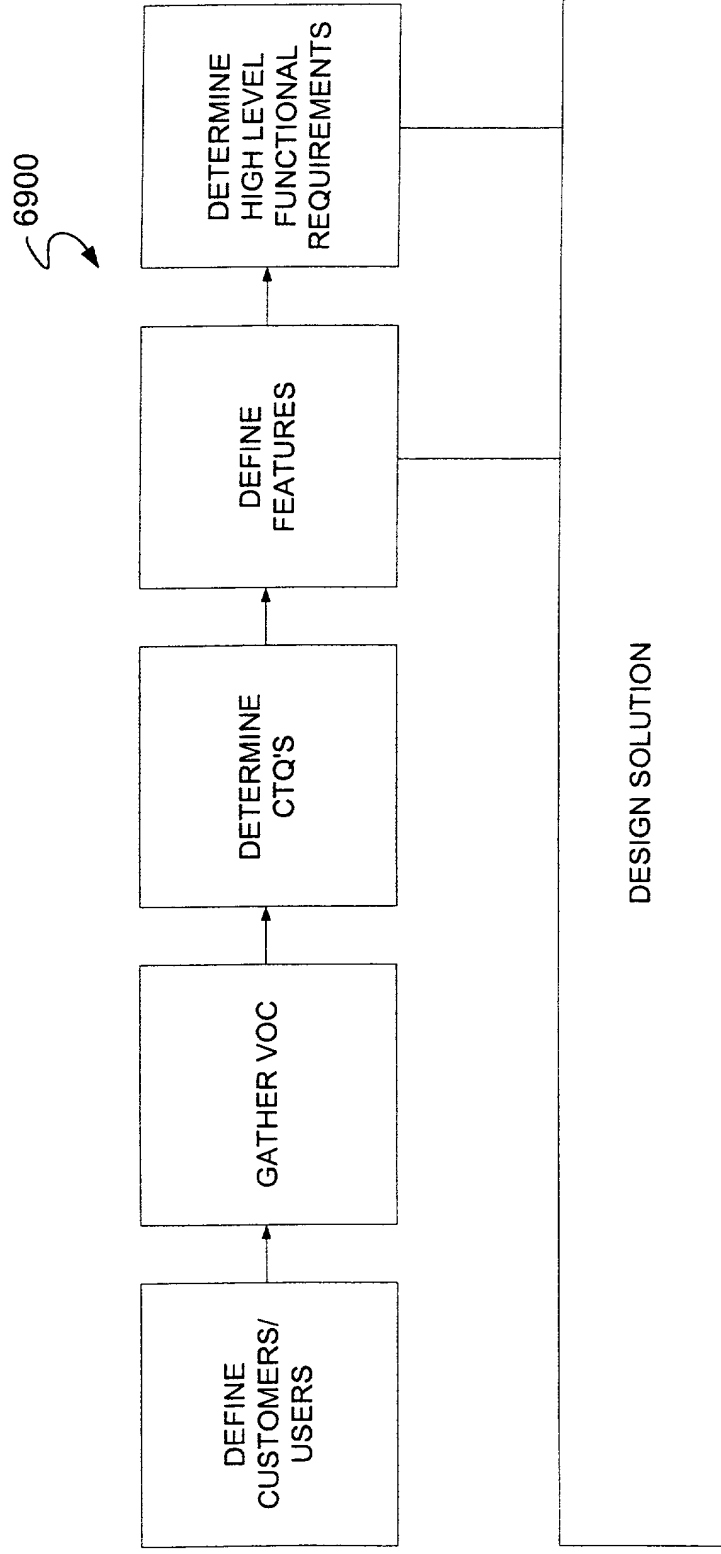


FIG. 69

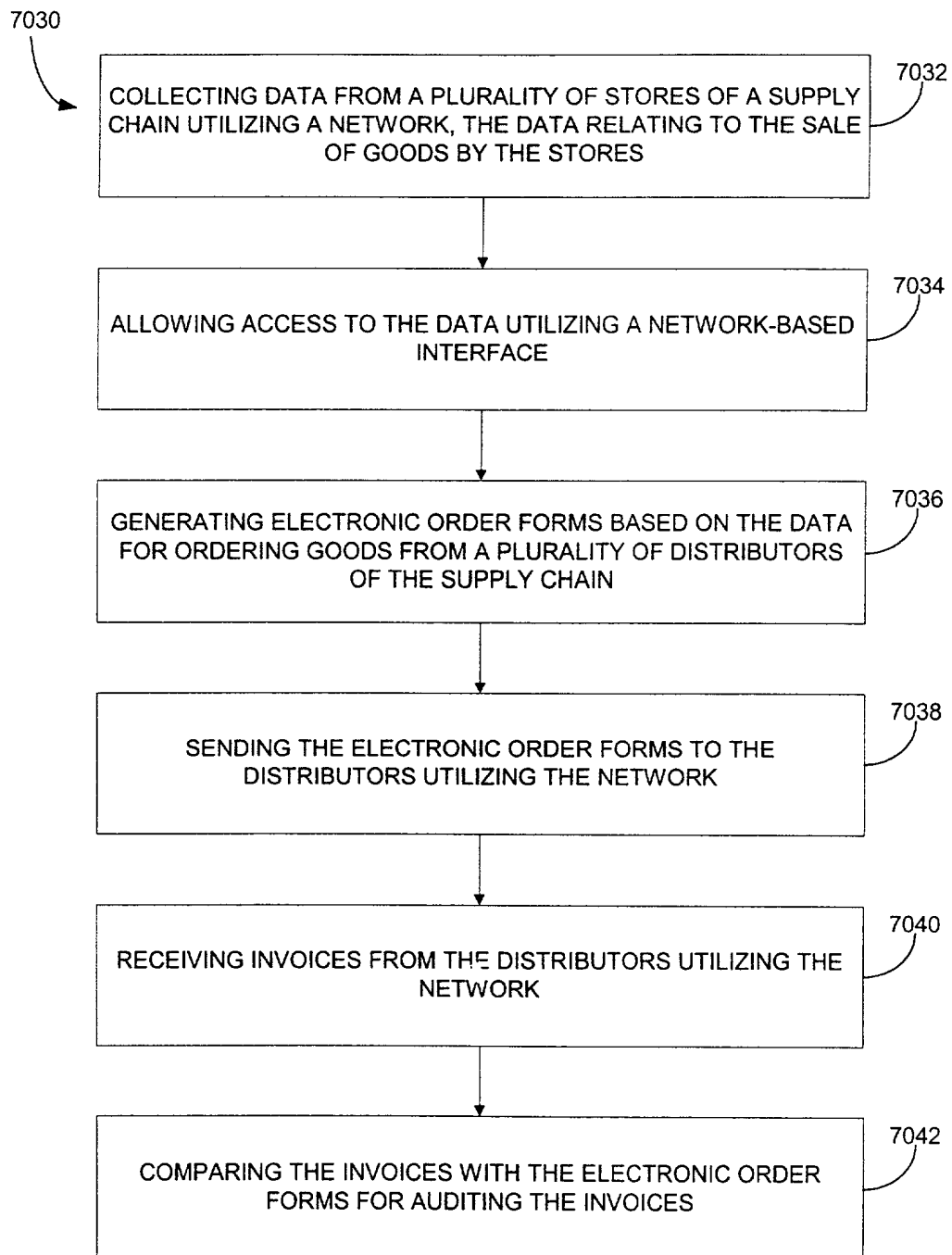


FIG. 70

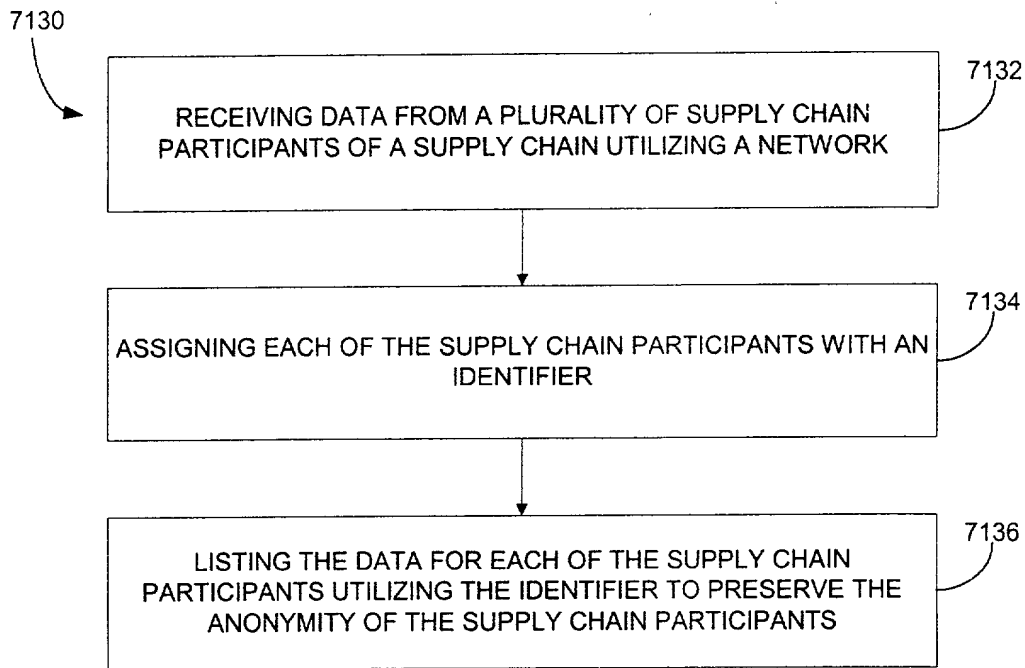


FIG. 71

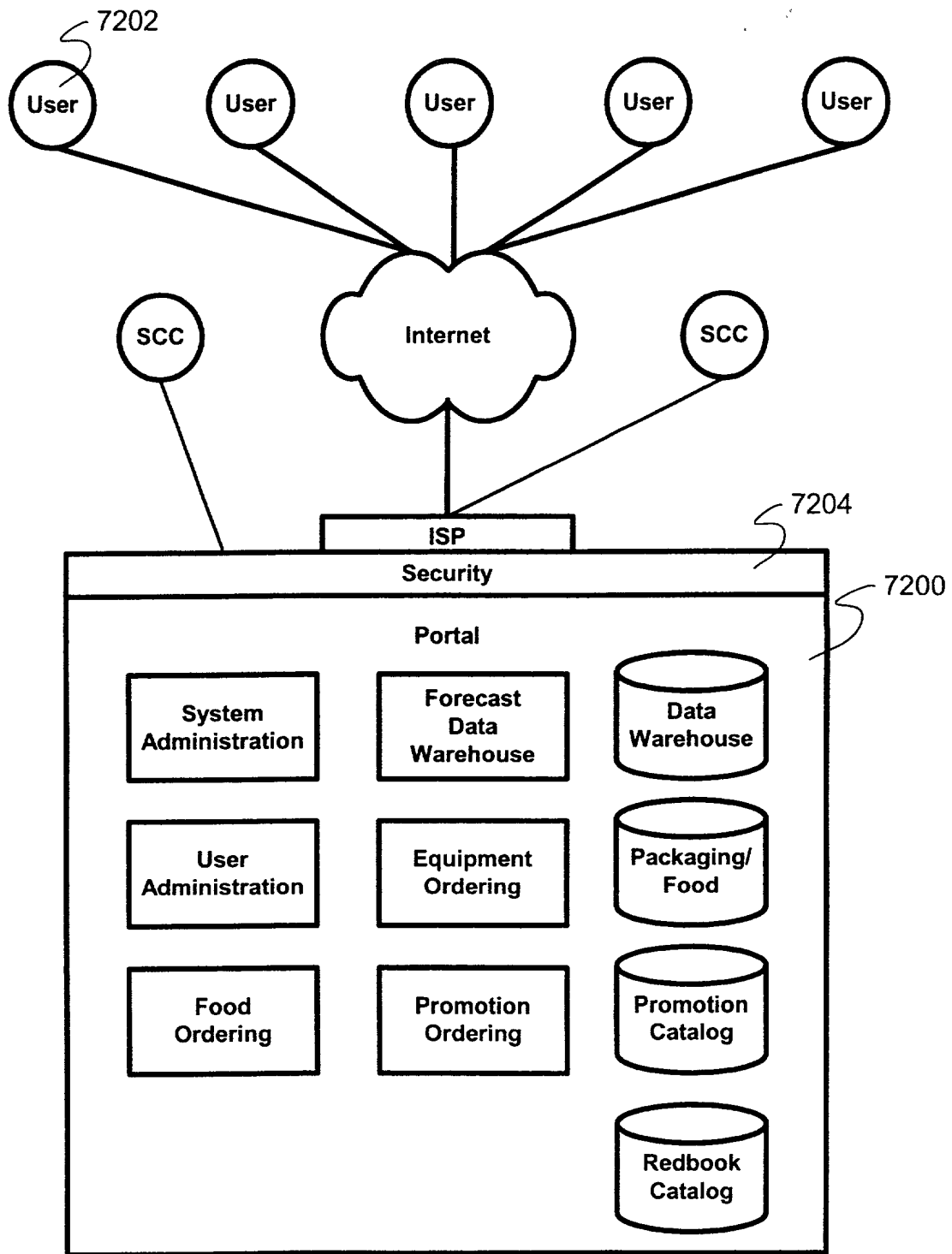


FIG. 72

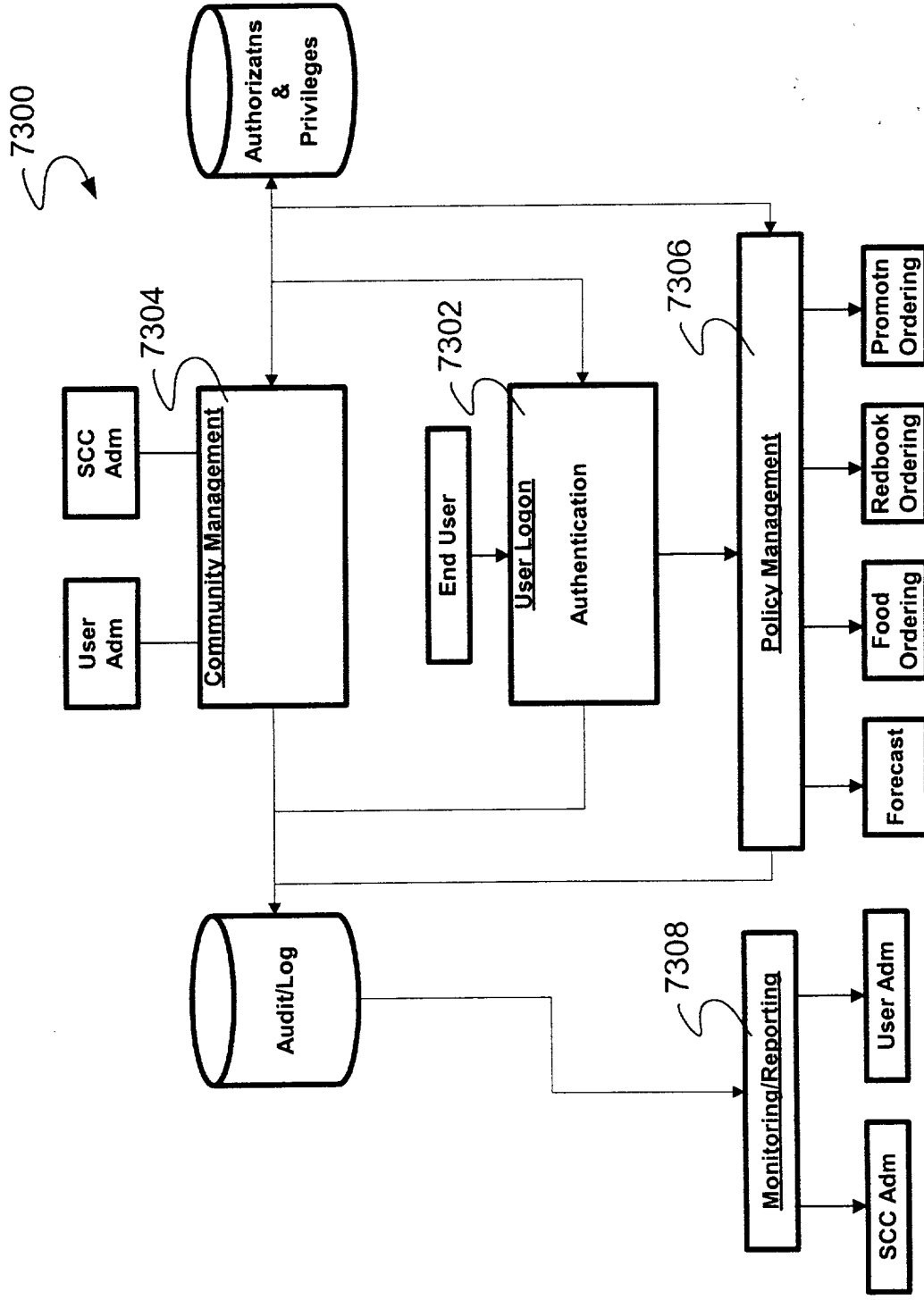


FIG. 73

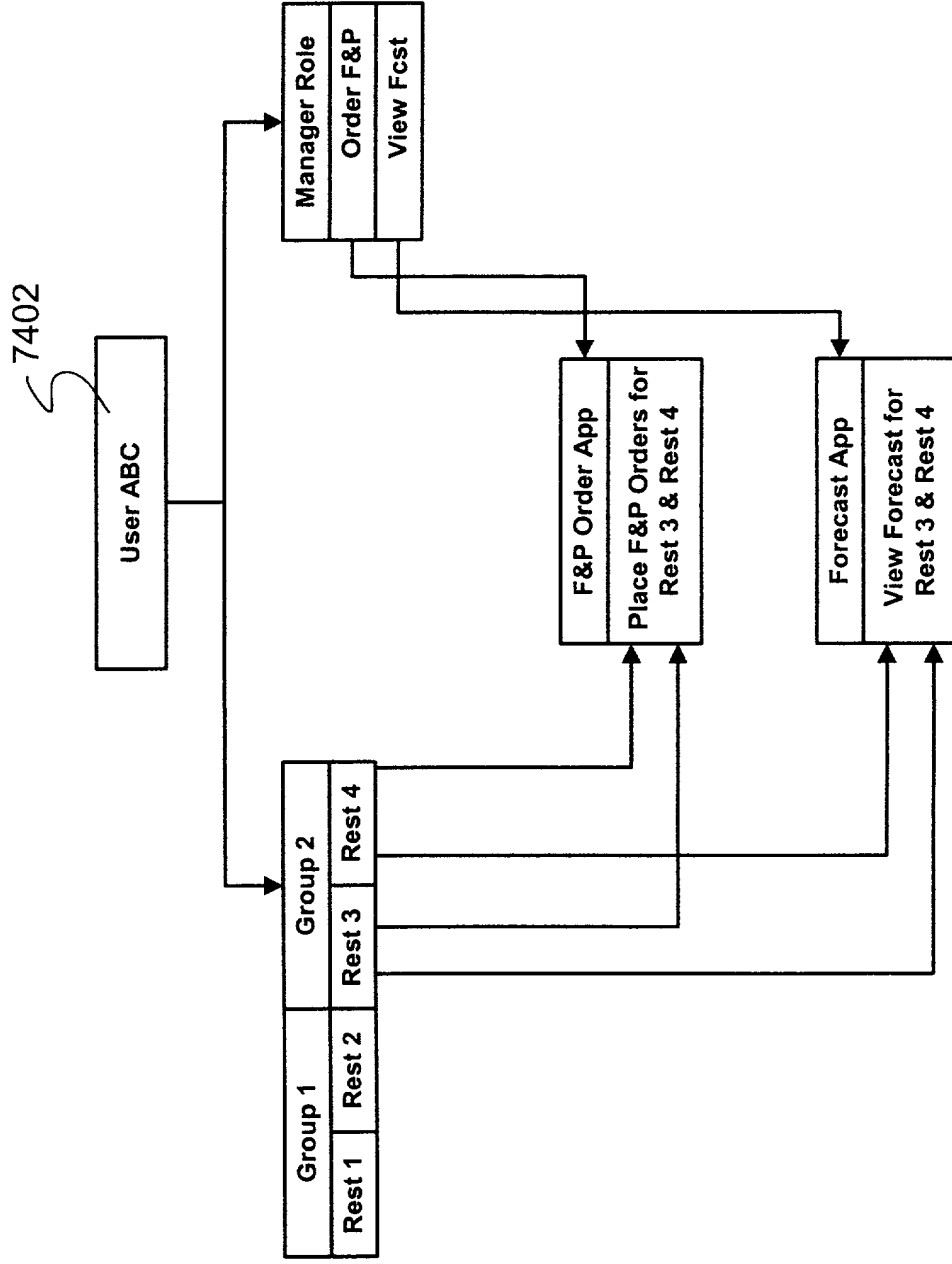


FIG. 74

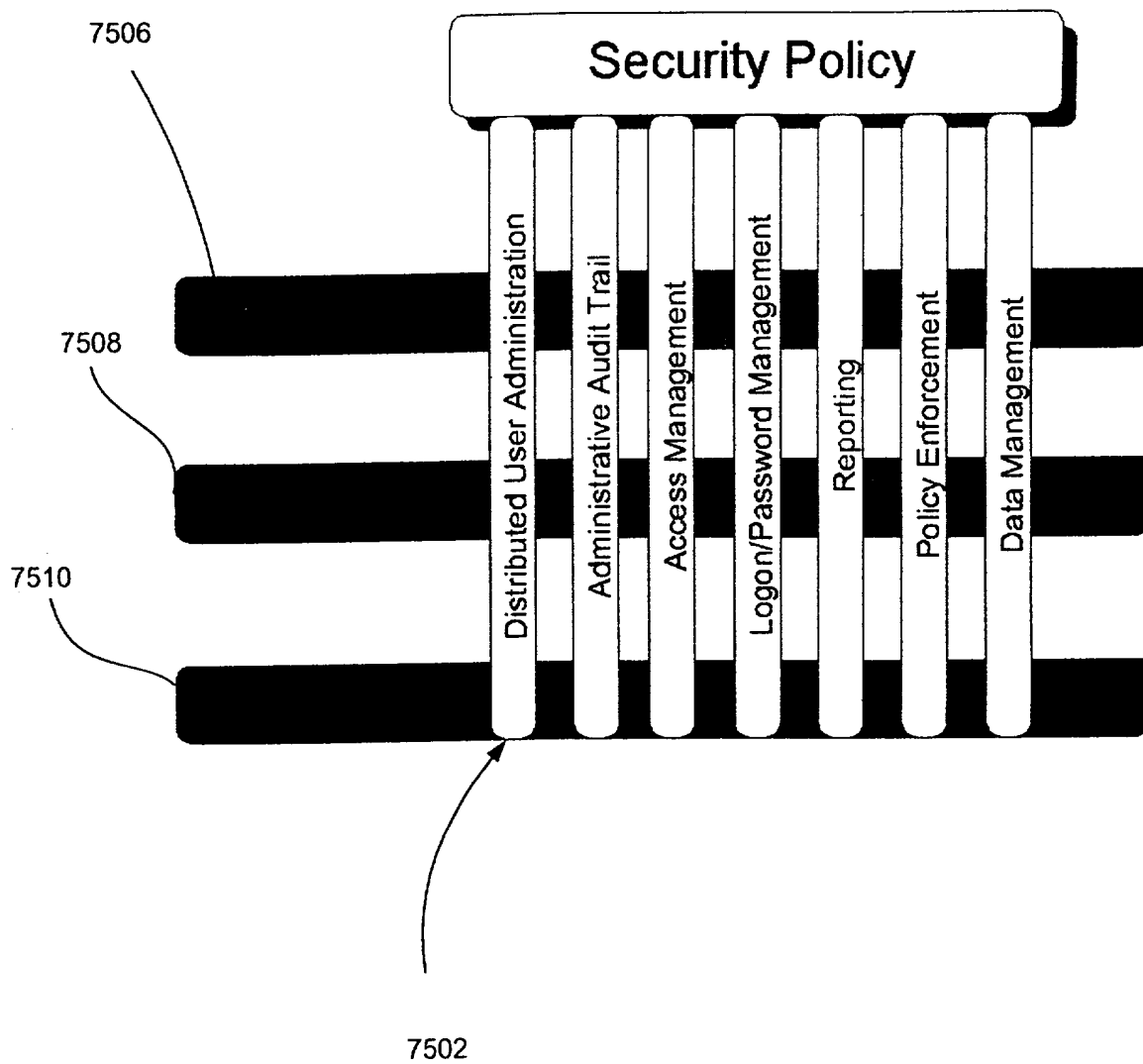


Fig. 75

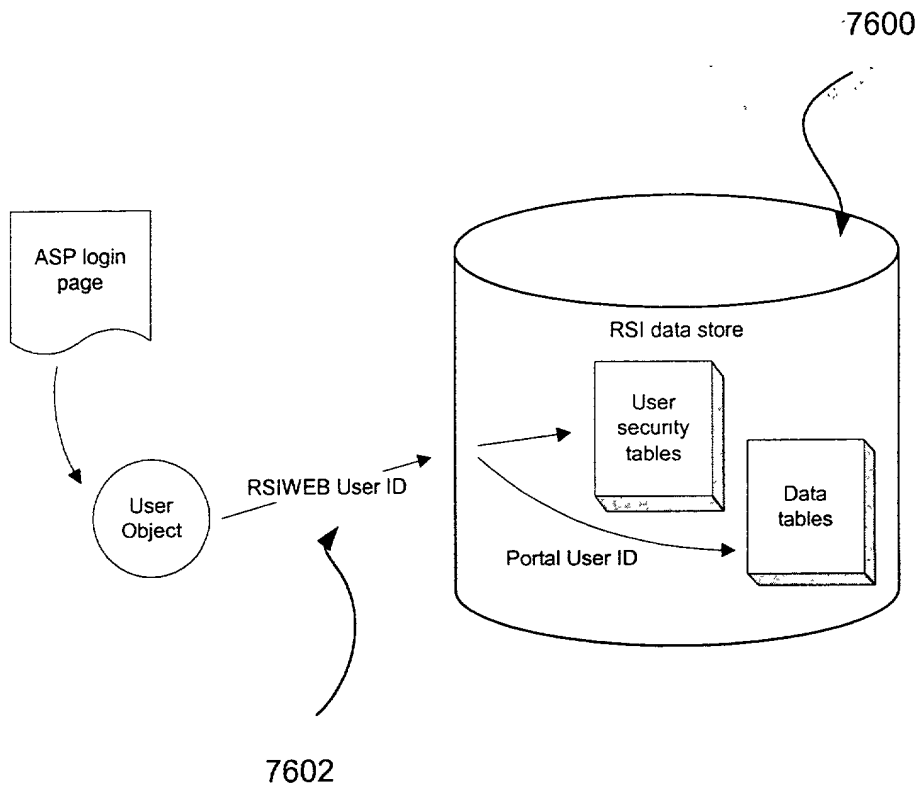


Fig. 76

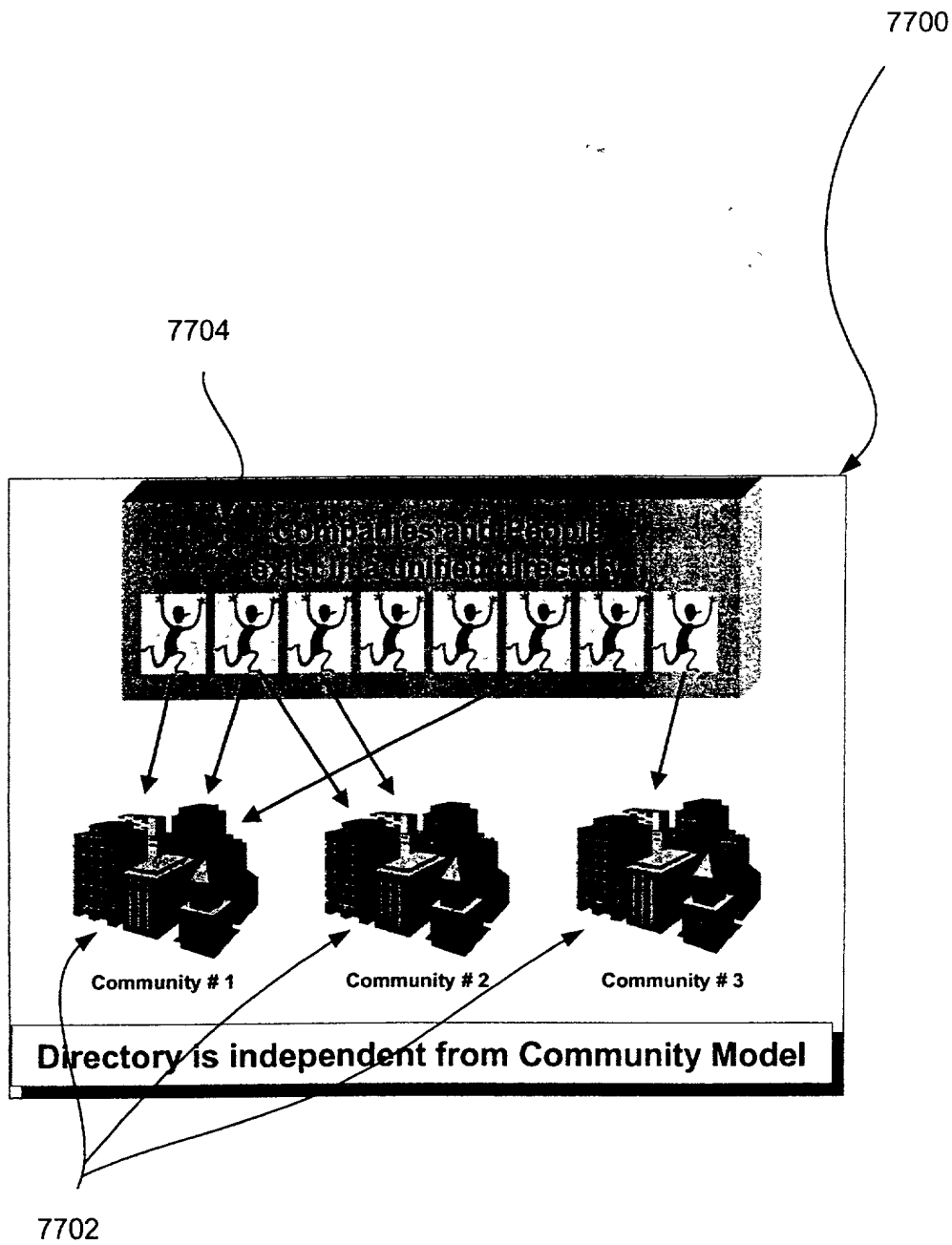


Fig. 77

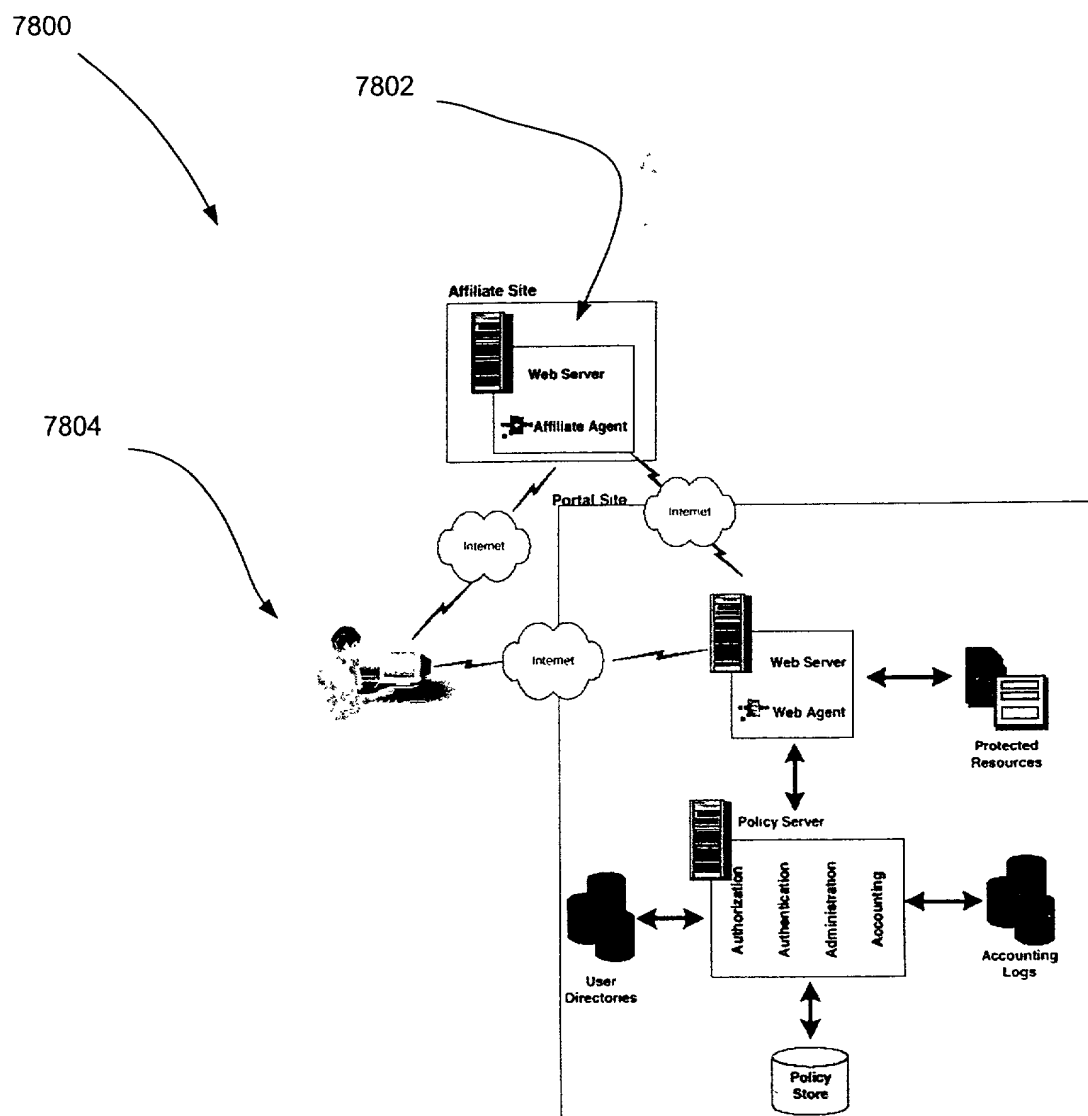


Fig. 78

7900

7902

Policy-Based Web Security Model

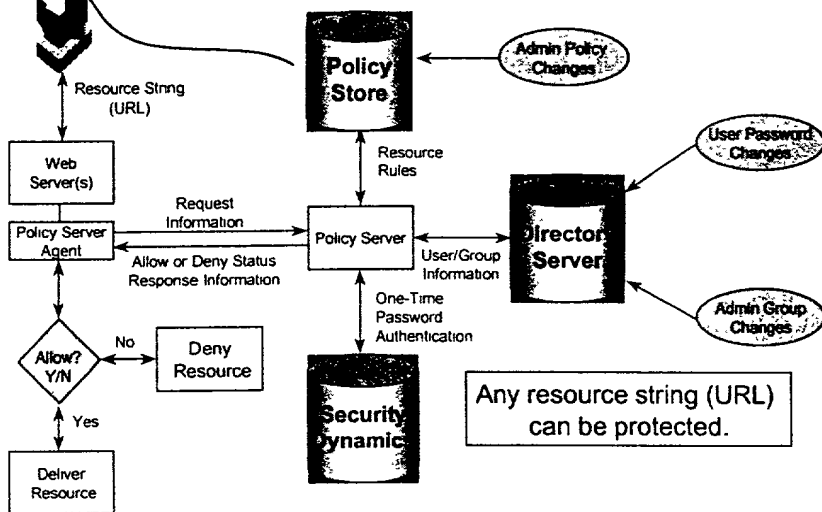


Fig. 79

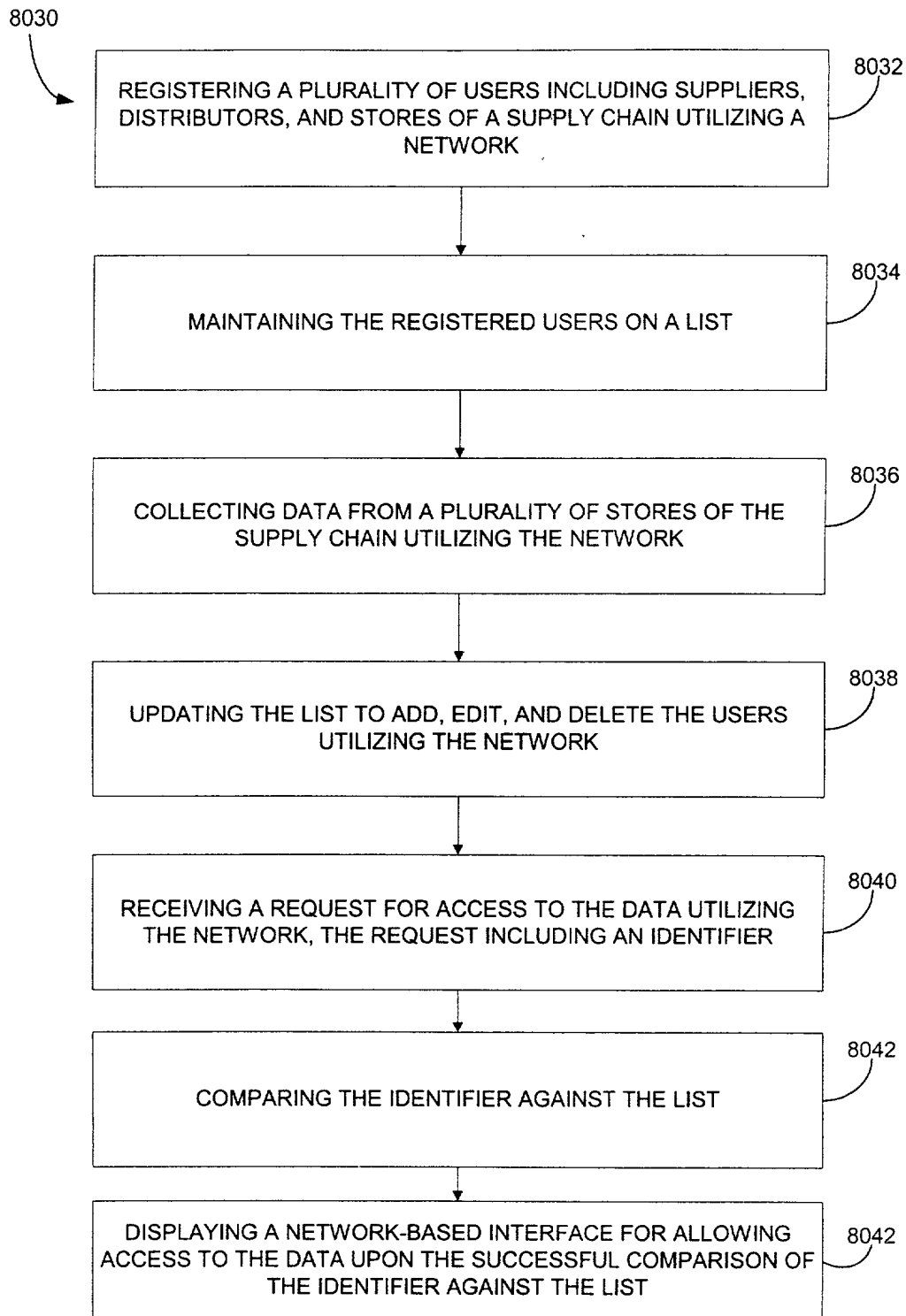


FIG. 80

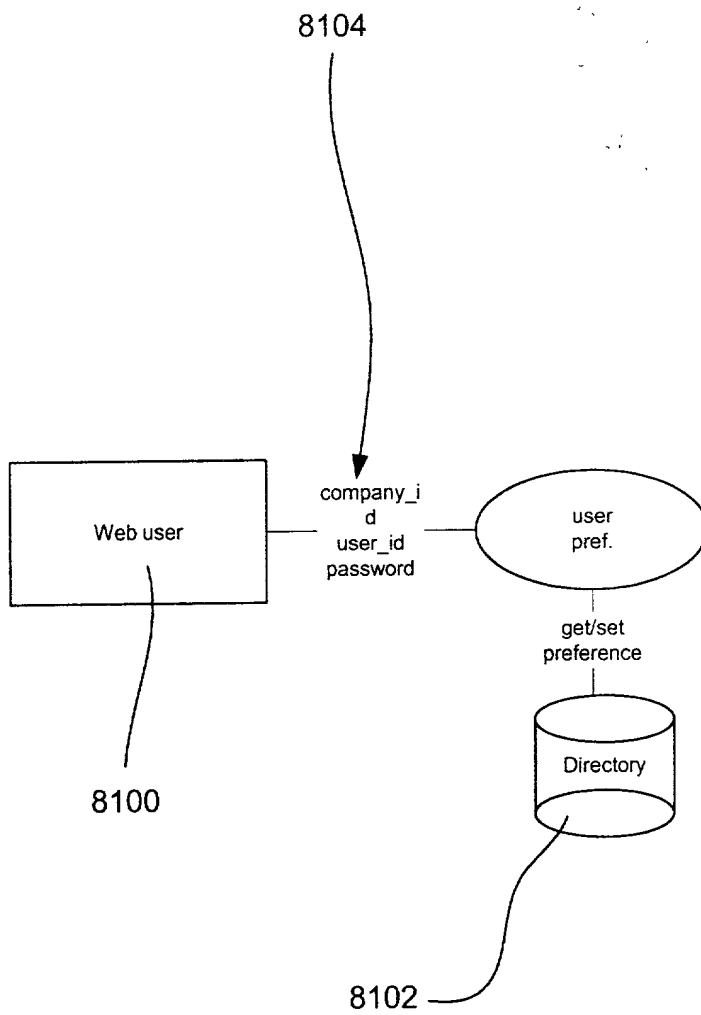


Fig. 81

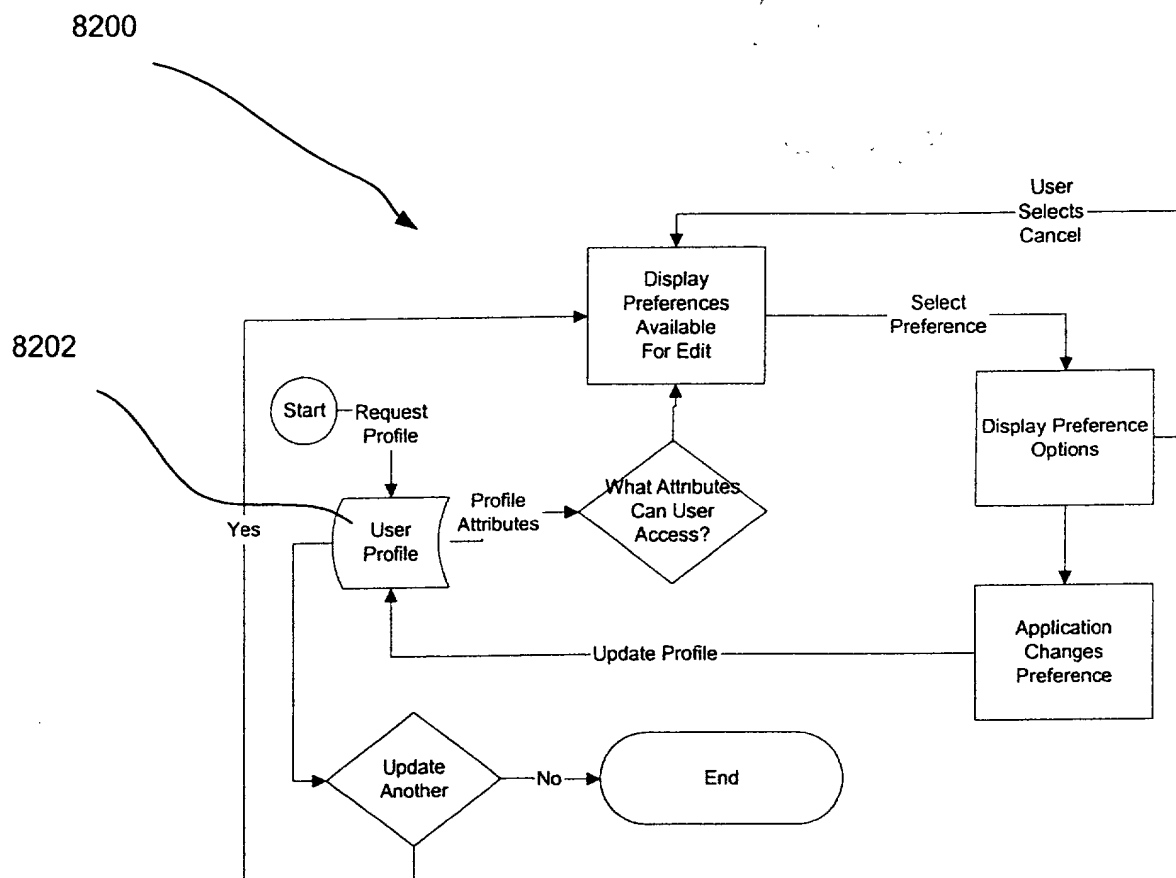


Fig. 82

0985745 098601
F09020 ST65T860

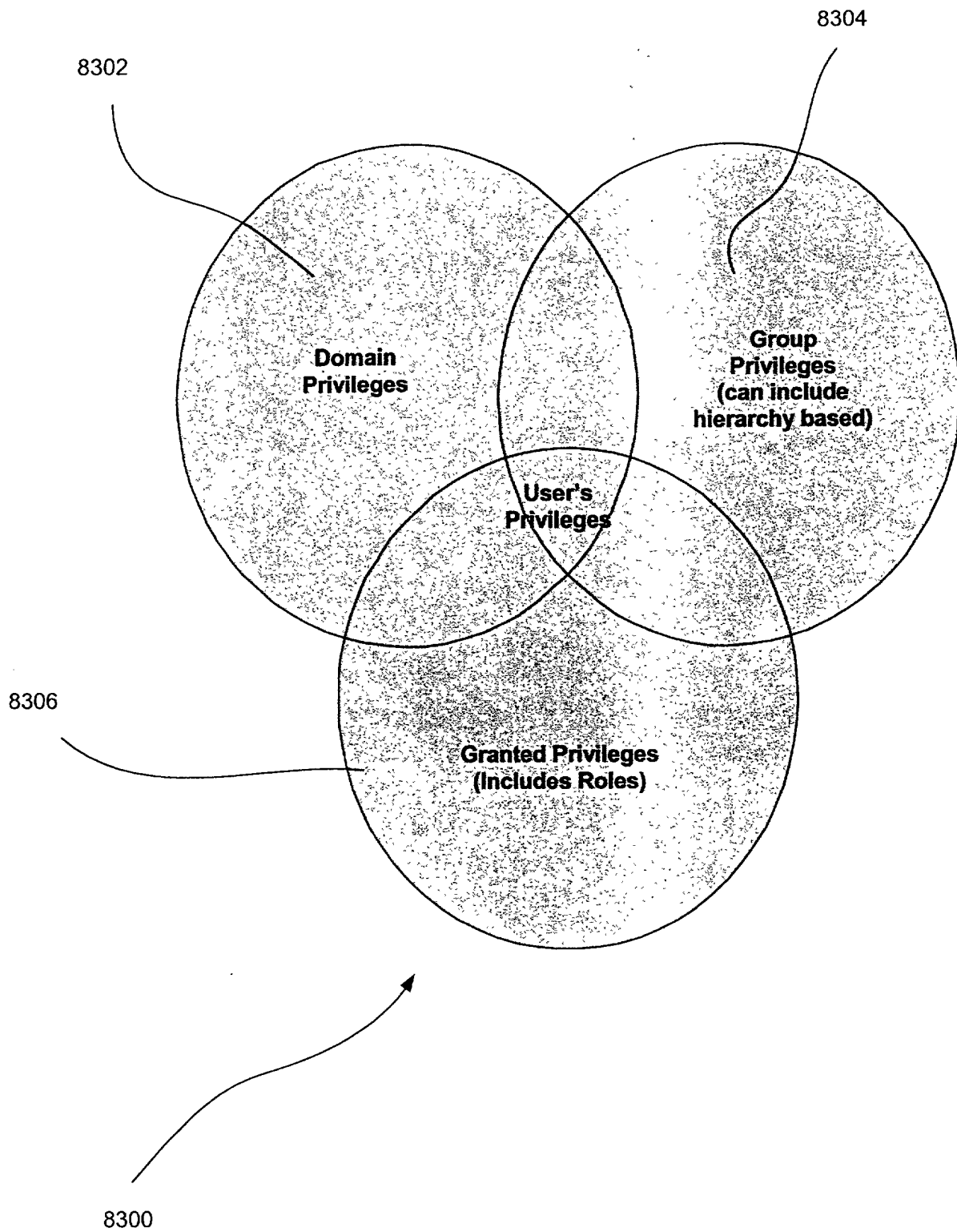


Fig. 83

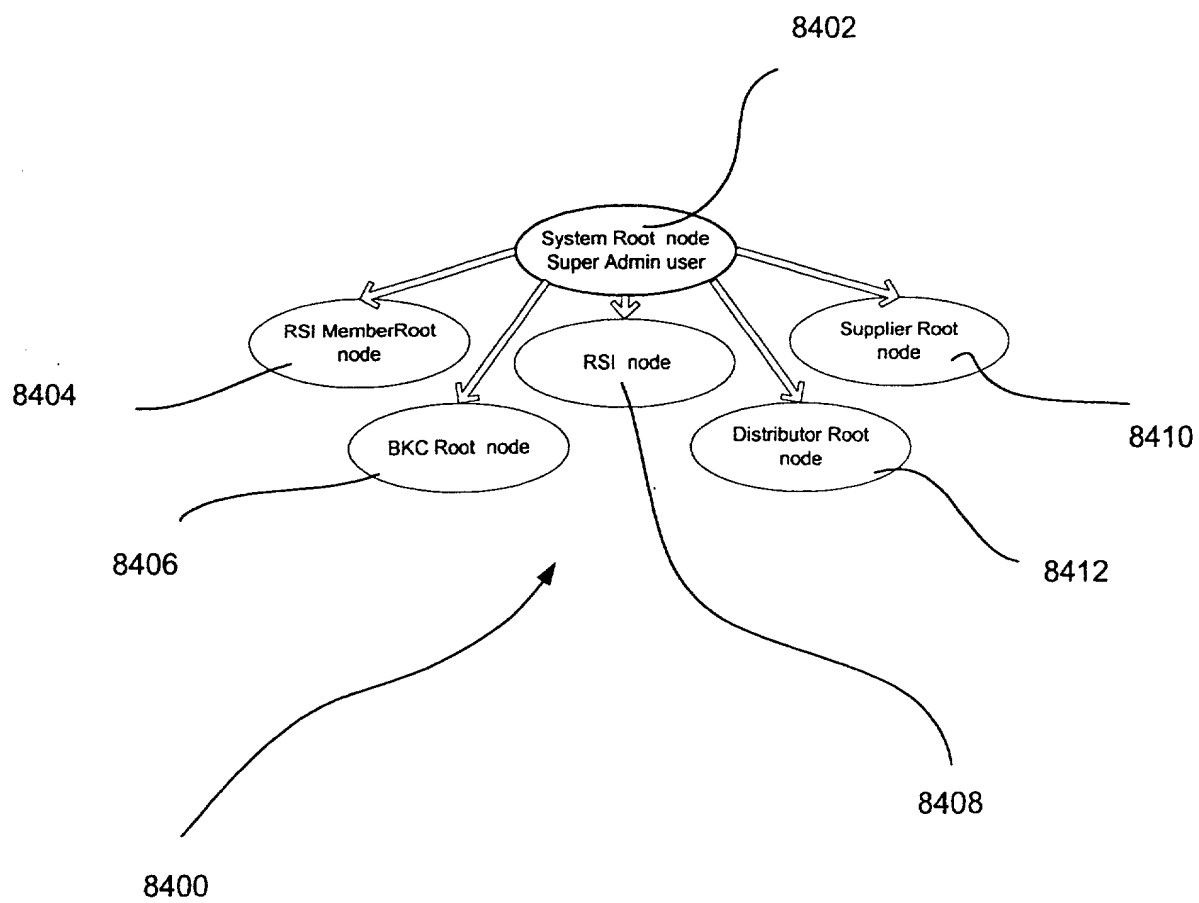


Fig. 84

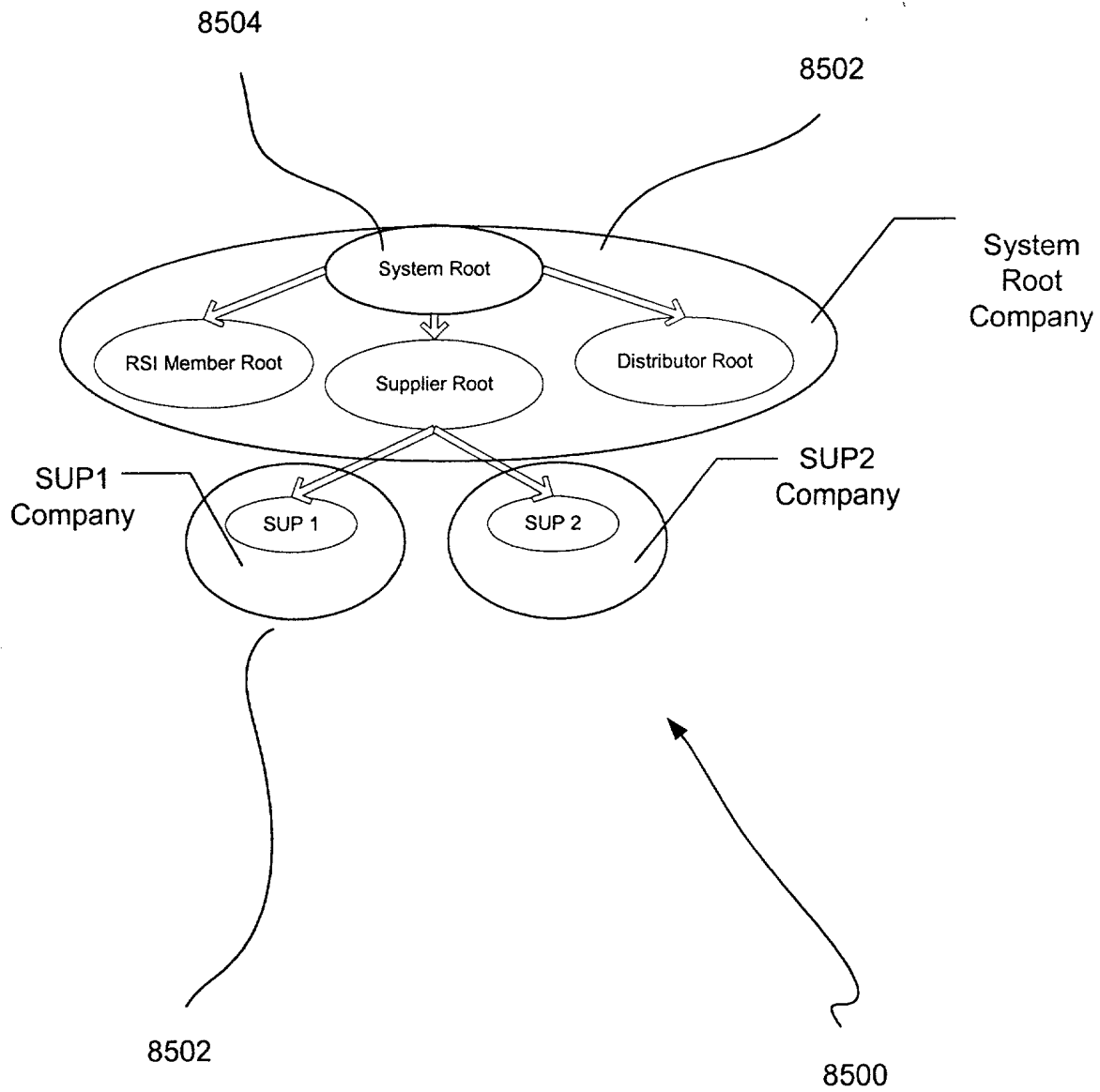


Fig. 85

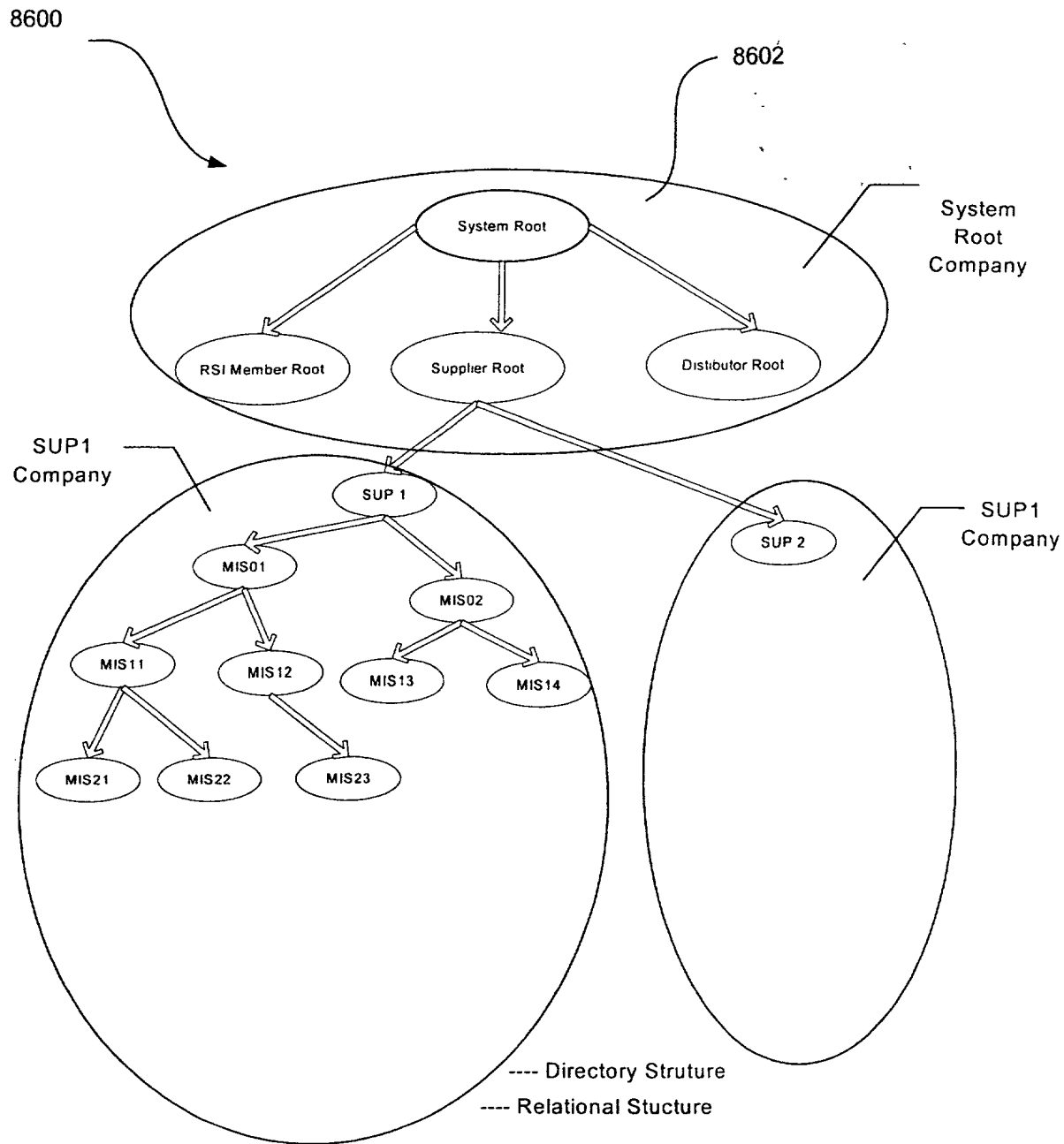
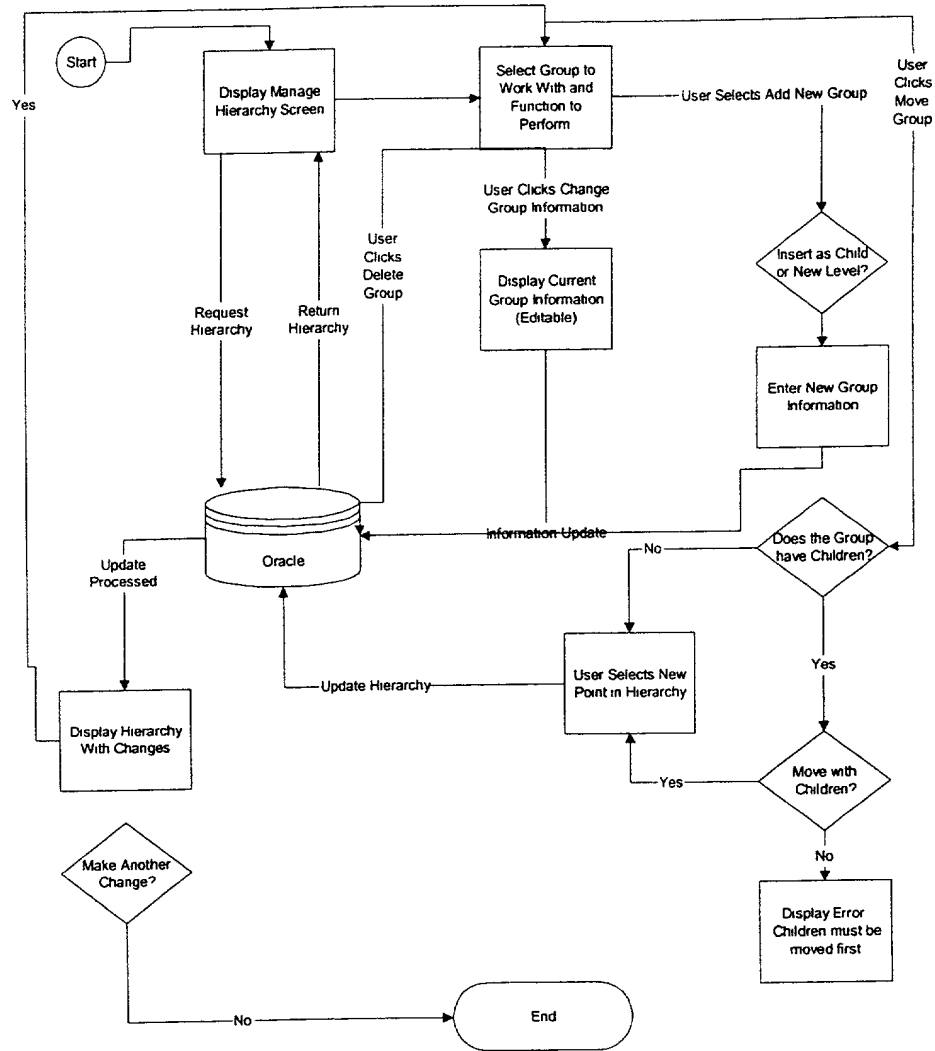


Fig. 86

8700

Group Hierarchy Management: Data Flow**Fig. 87**

8800

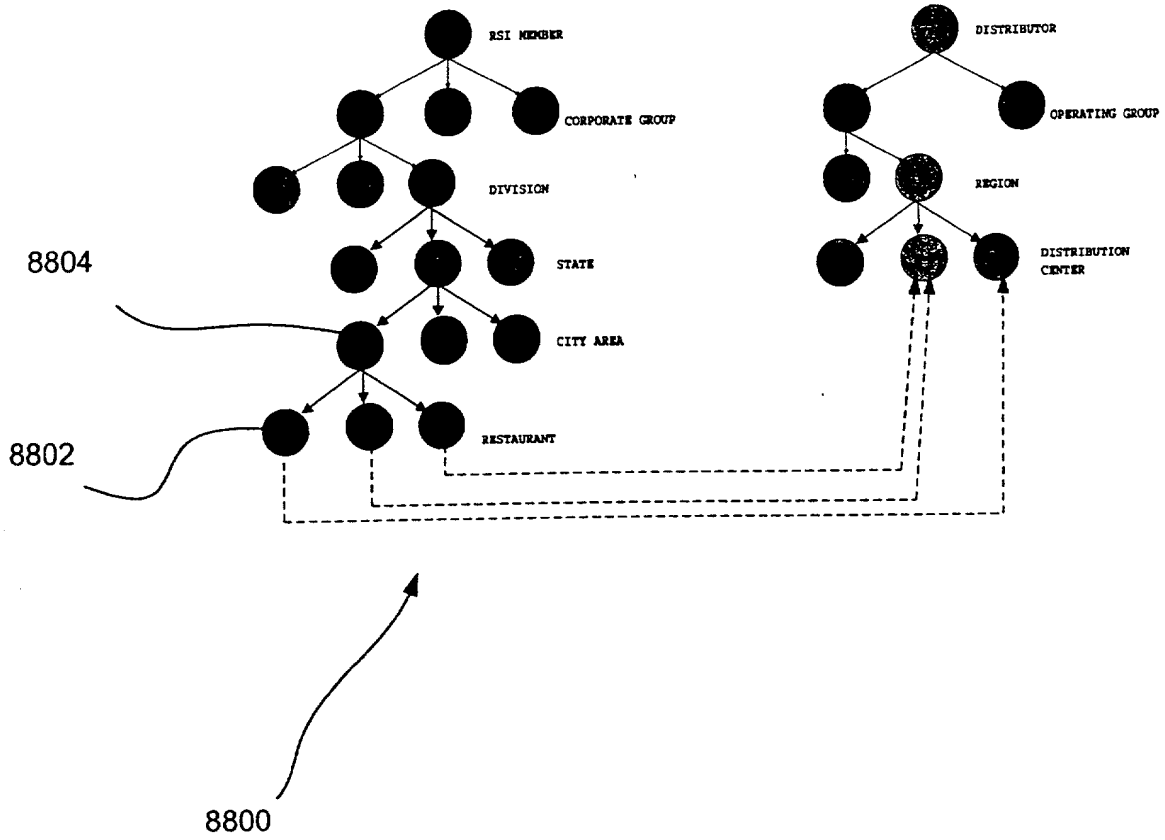


Fig. 88

8902

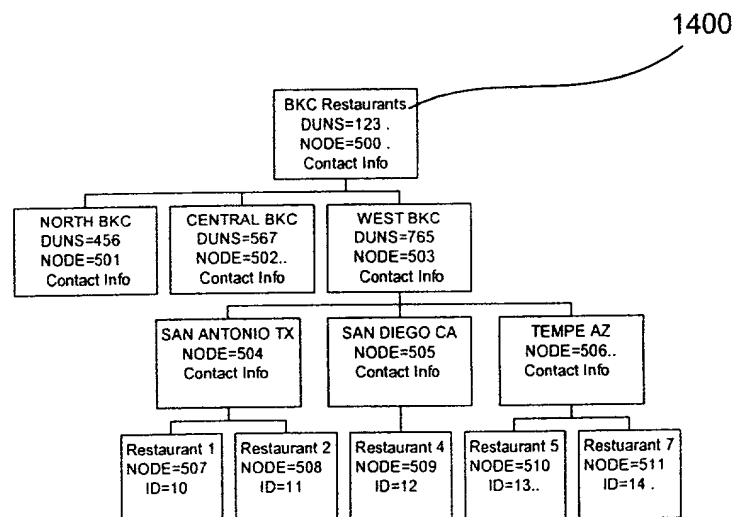



Fig. 89

9000

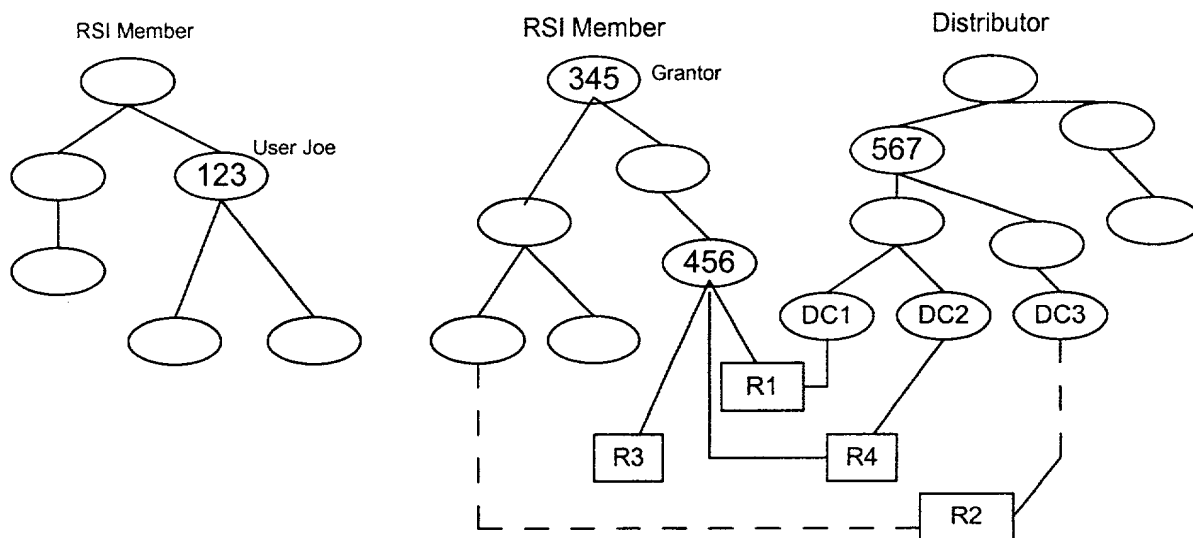


FIG. 90

9100

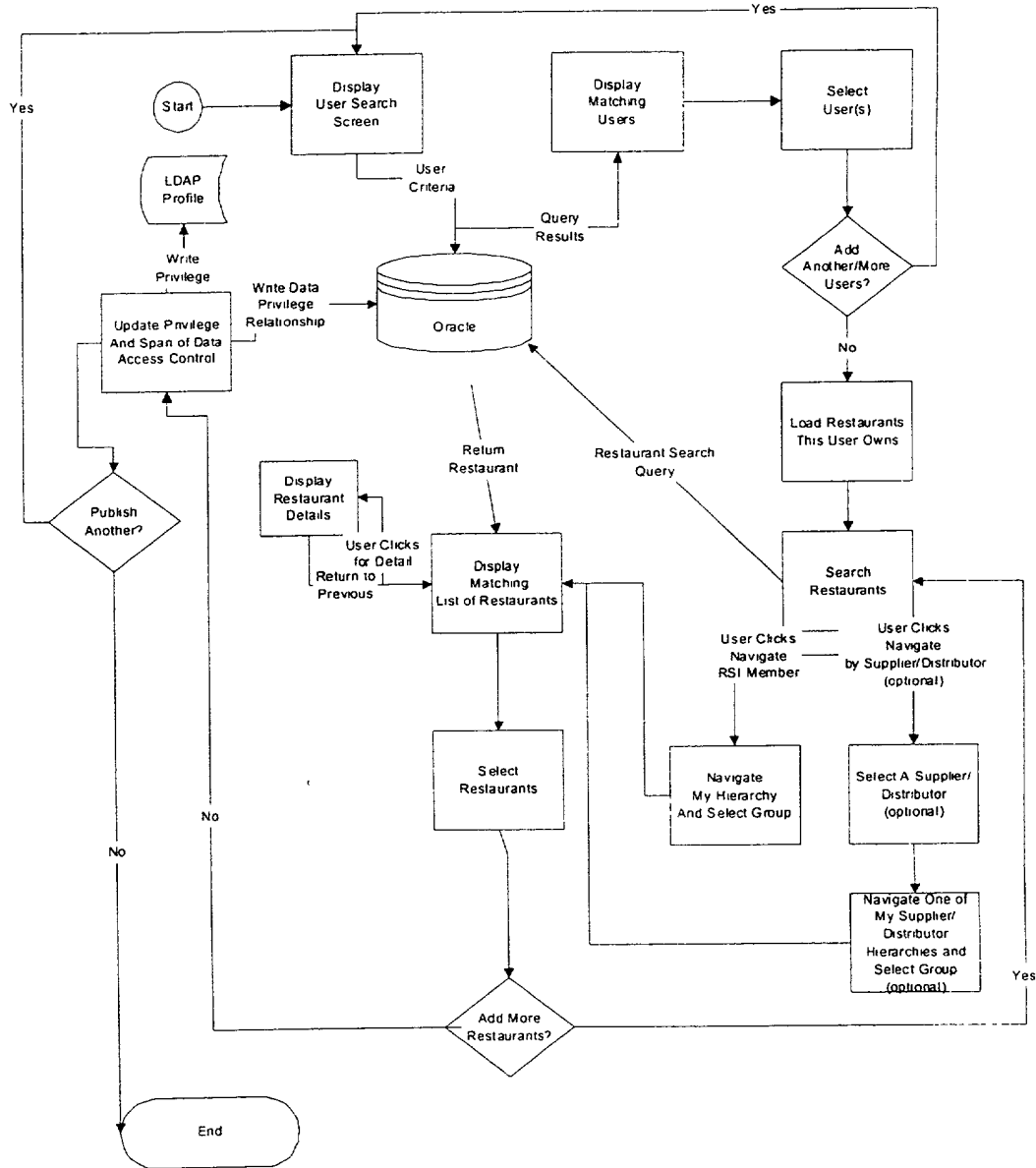


Fig. 91

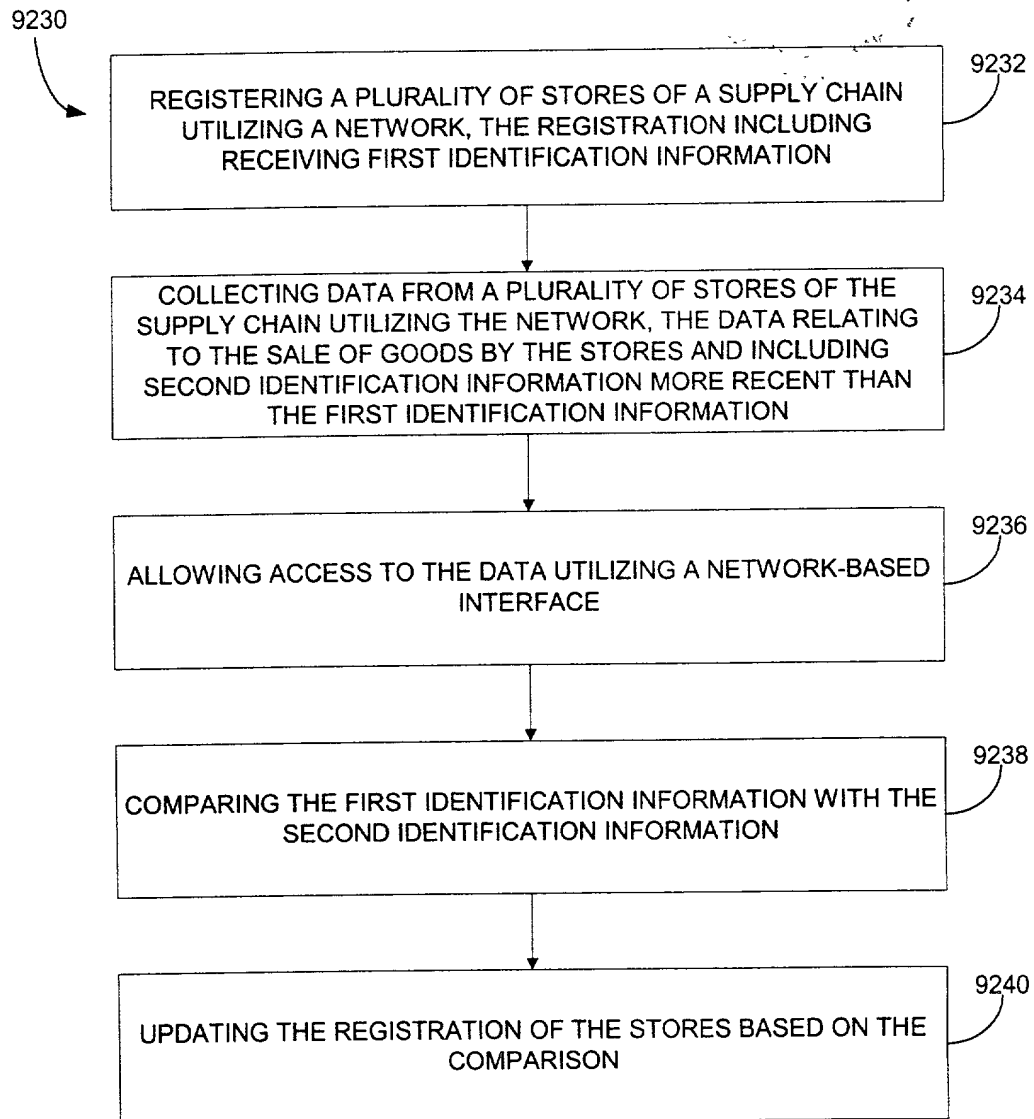


FIG. 92

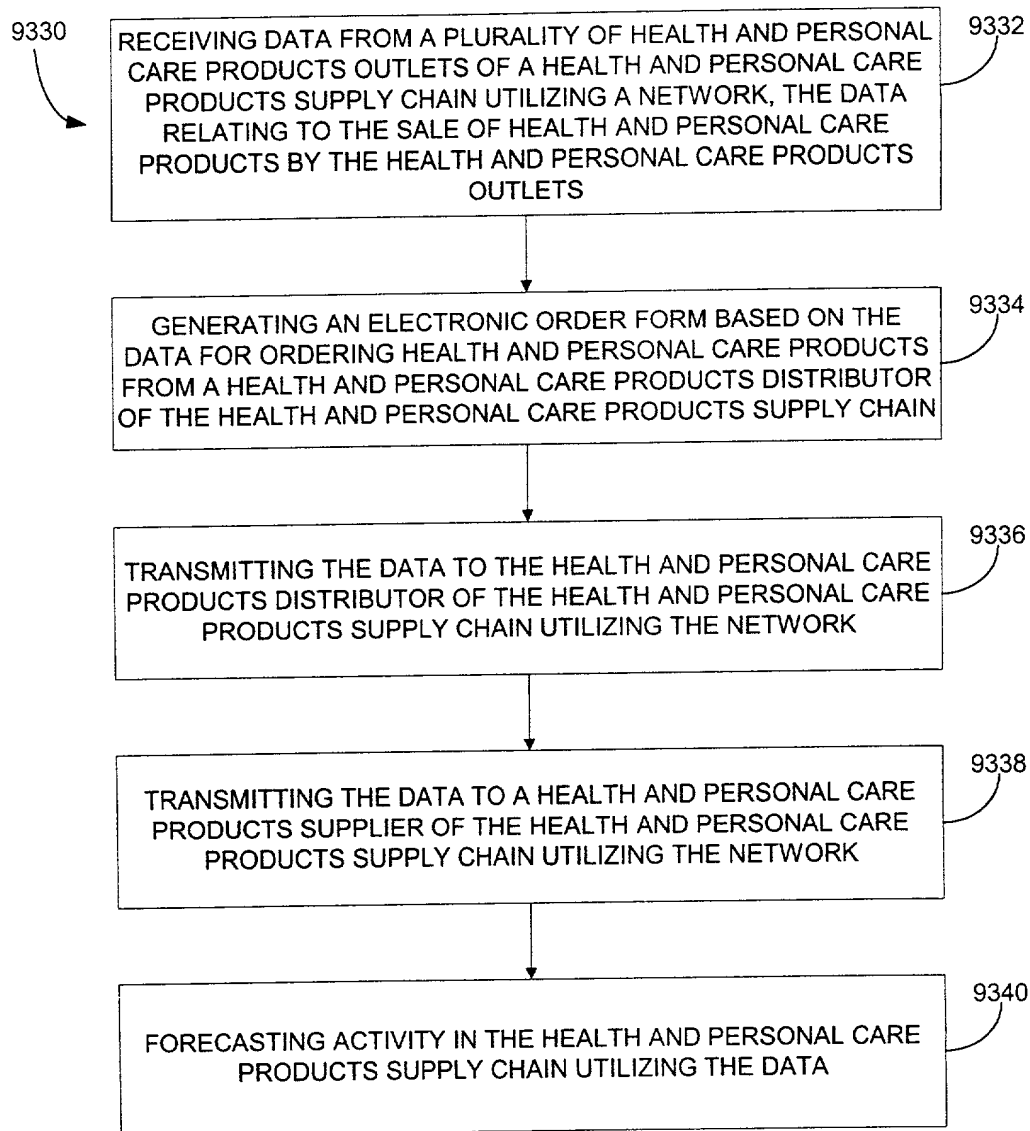


FIG. 93

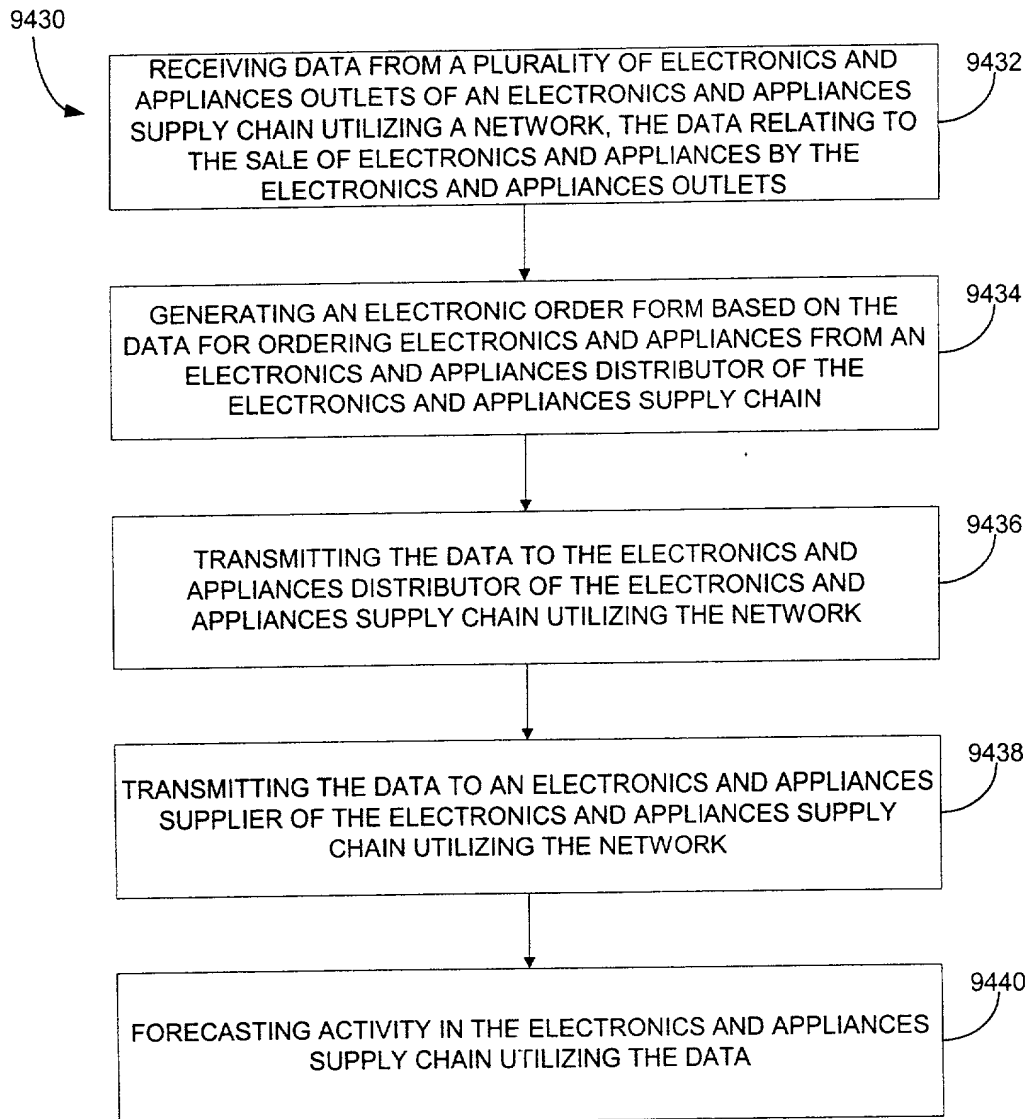


FIG. 94

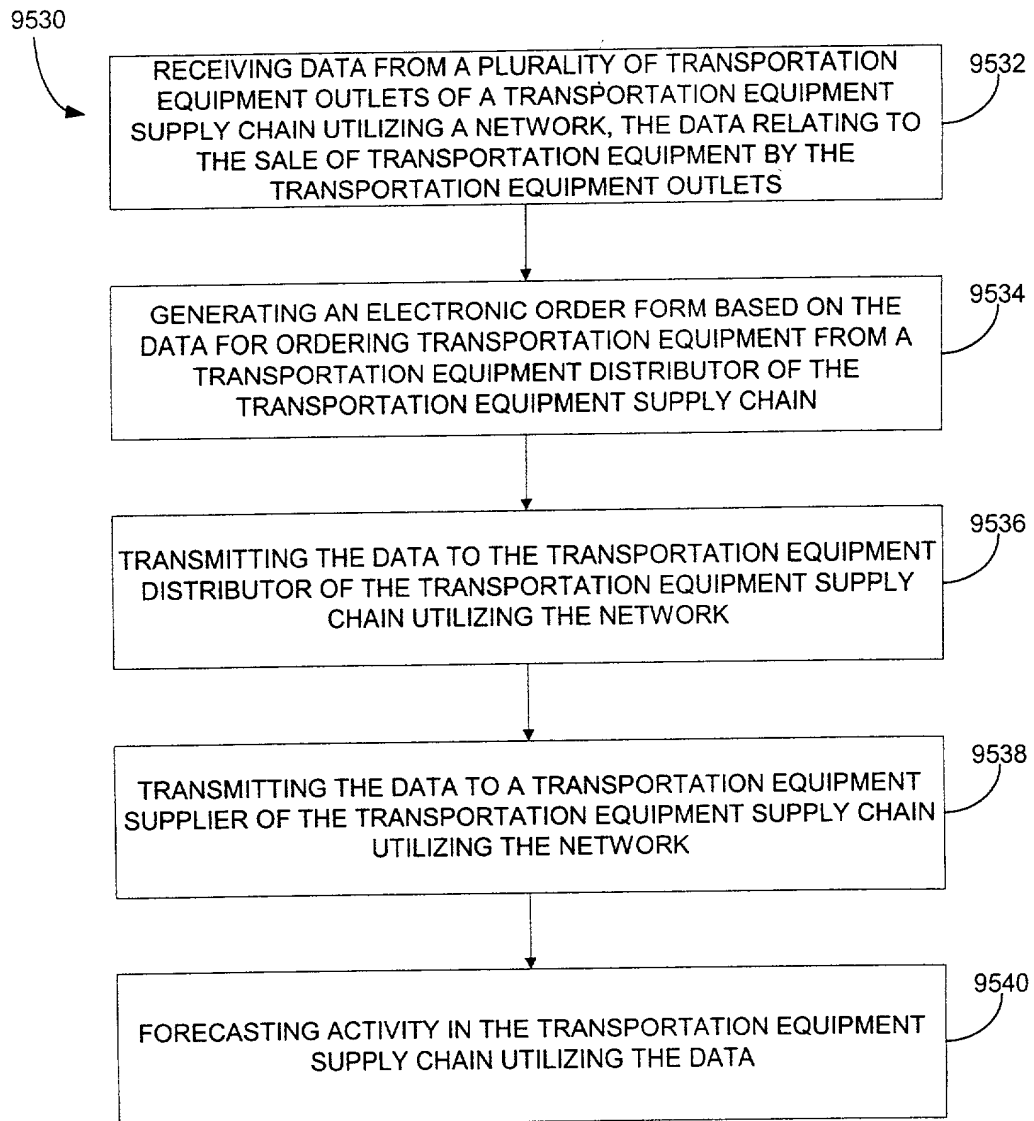


FIG. 95

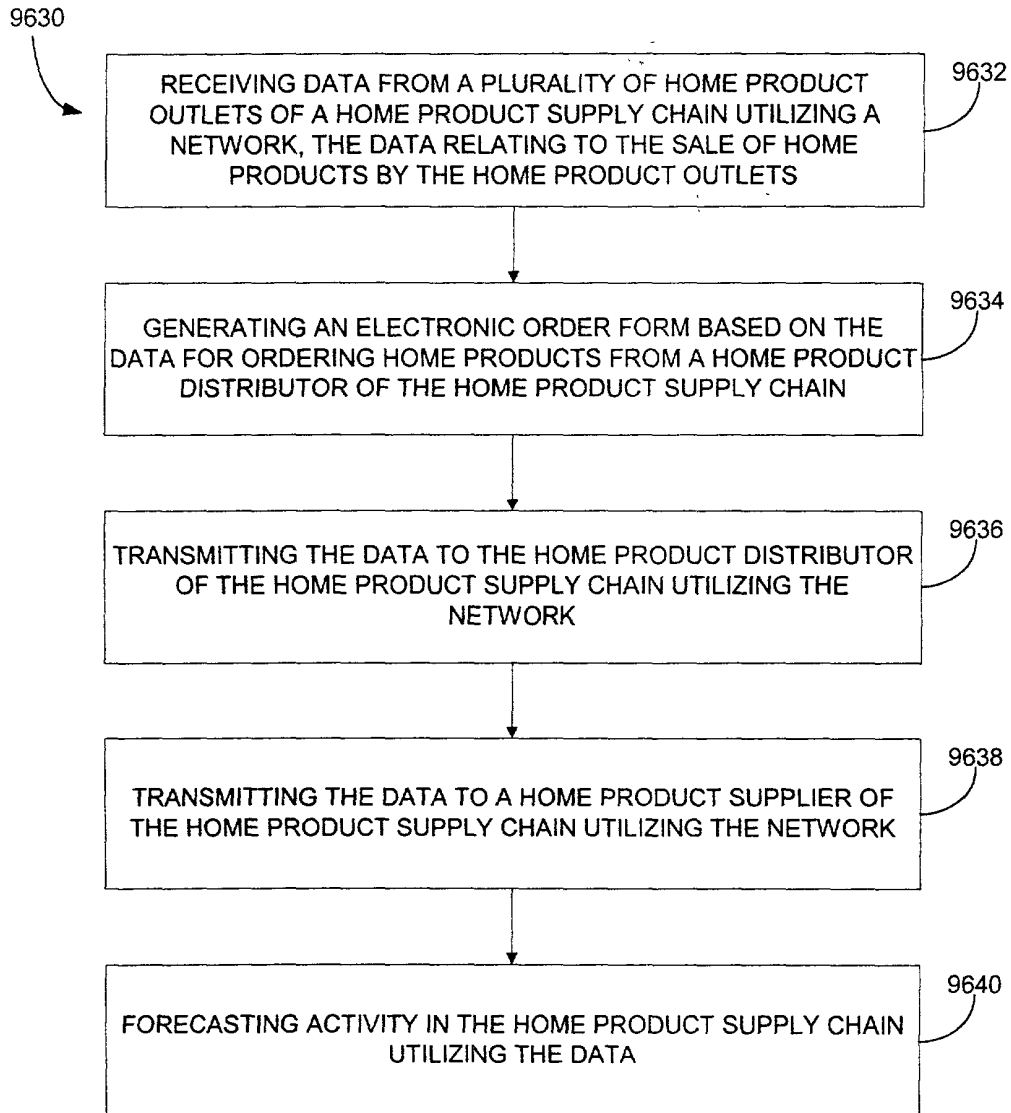


FIG. 96

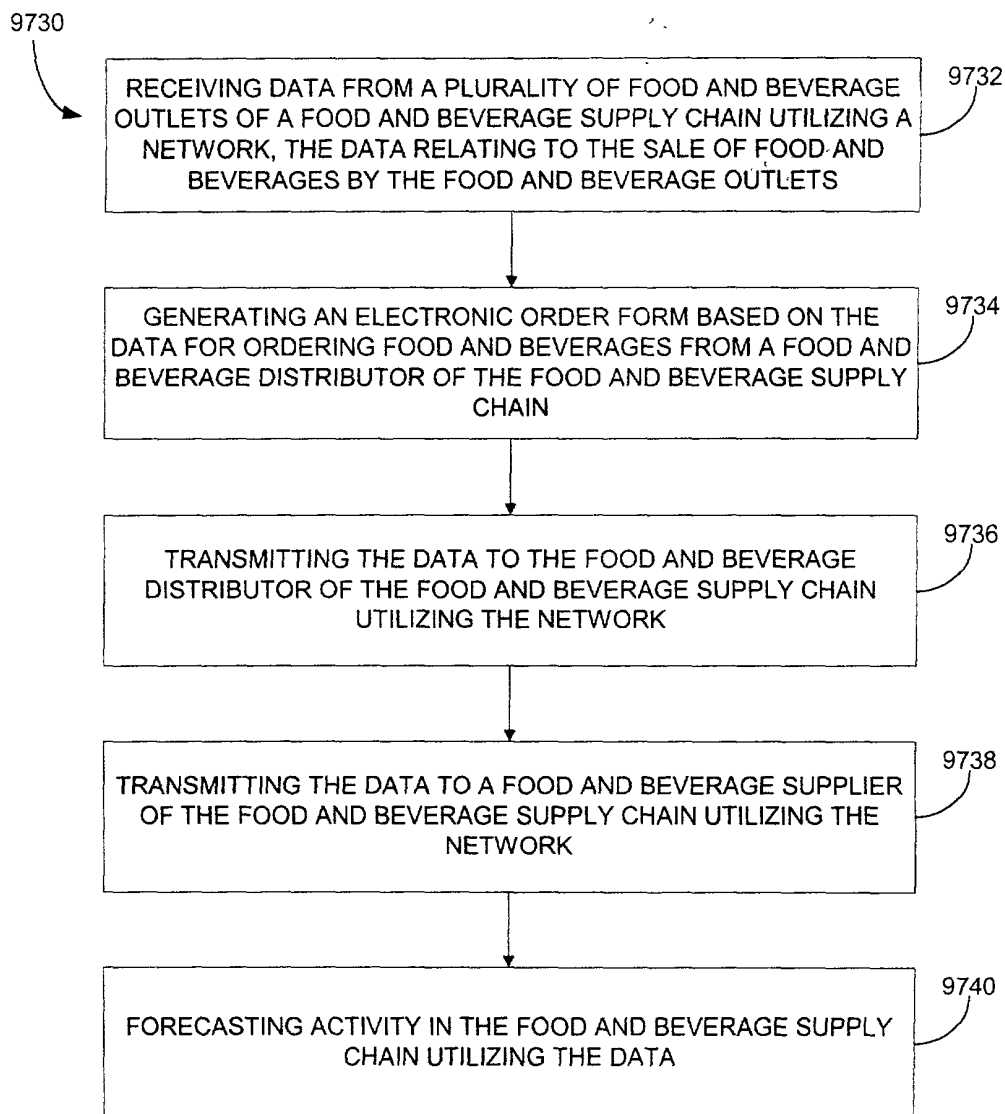


FIG. 97

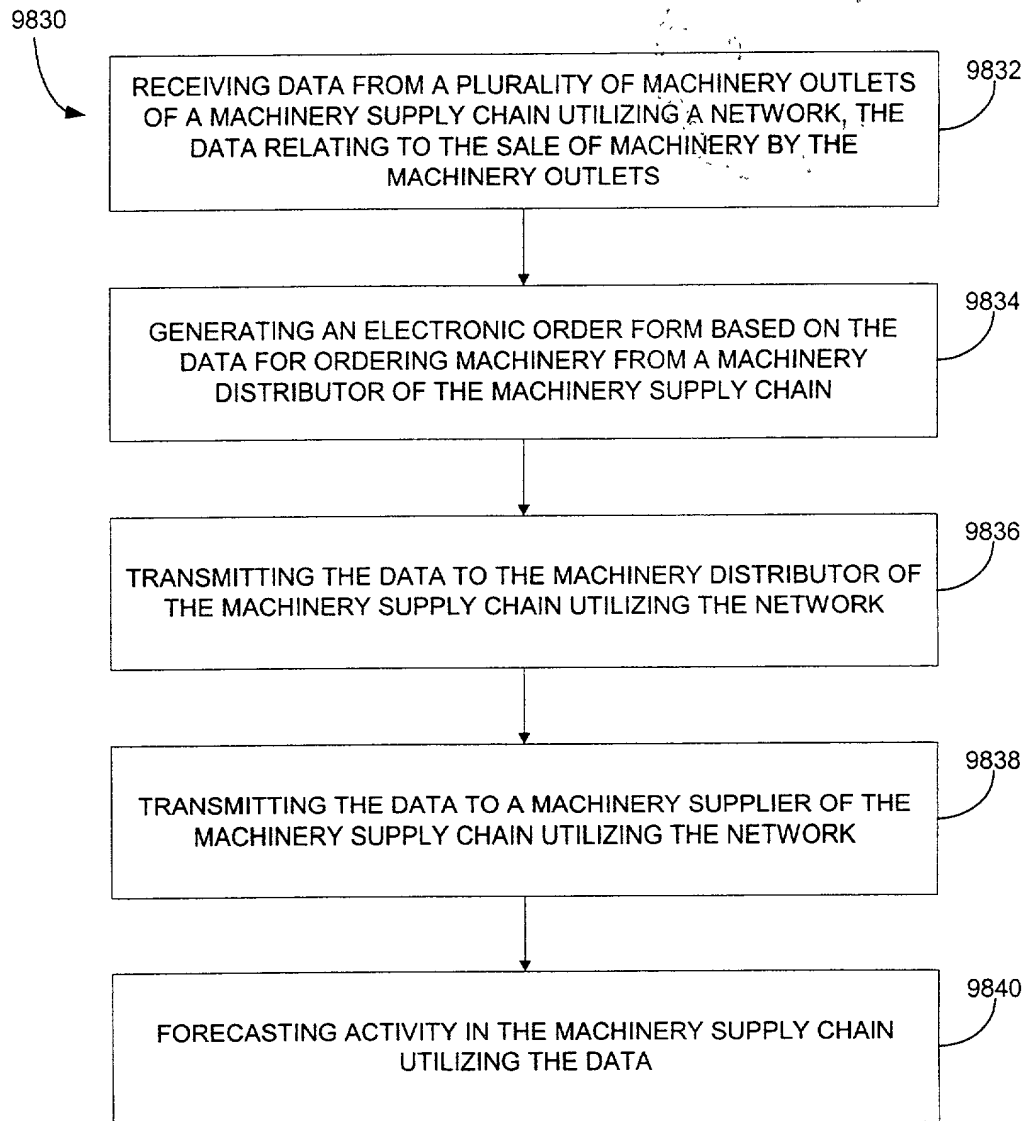


FIG. 98

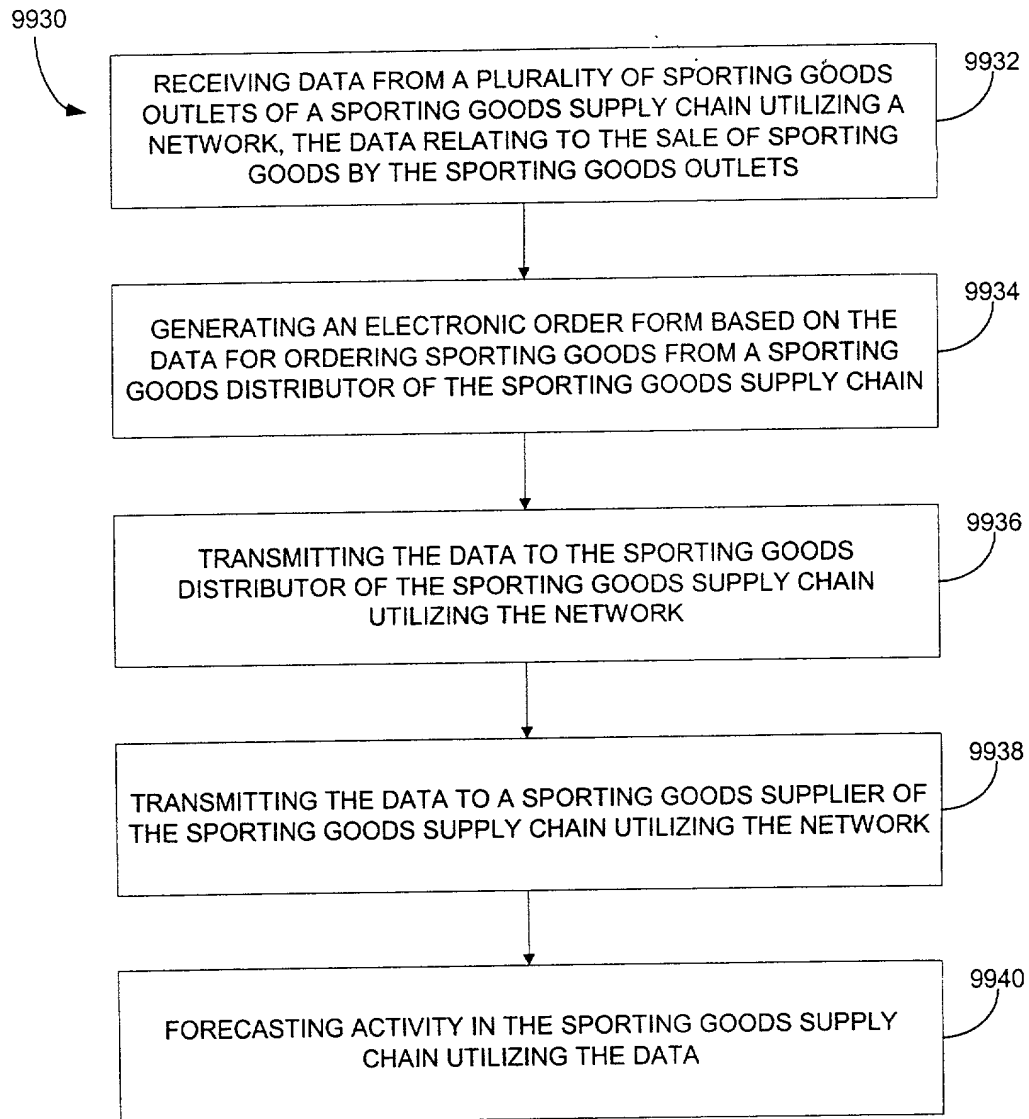


FIG. 99

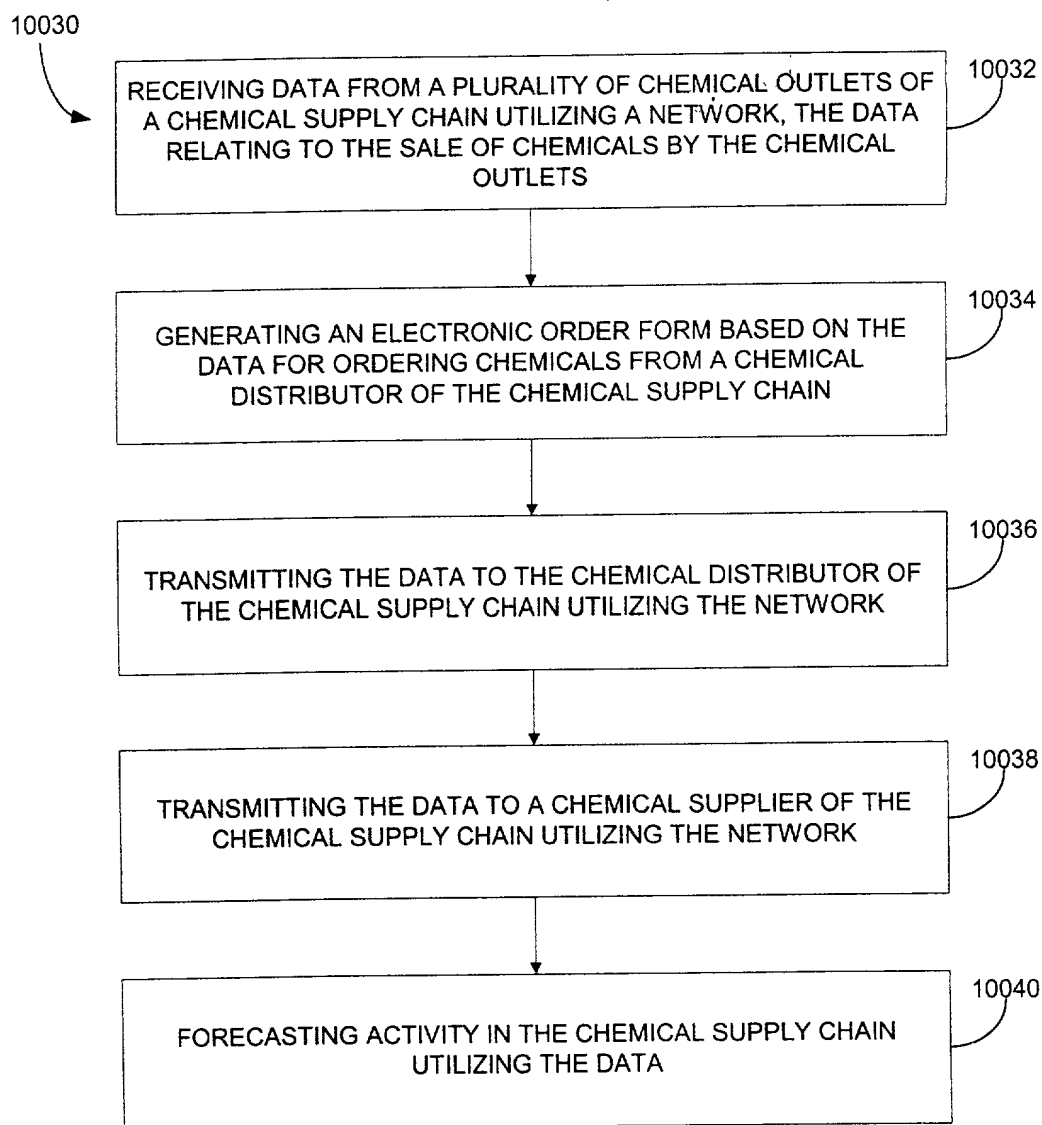


FIG. 100

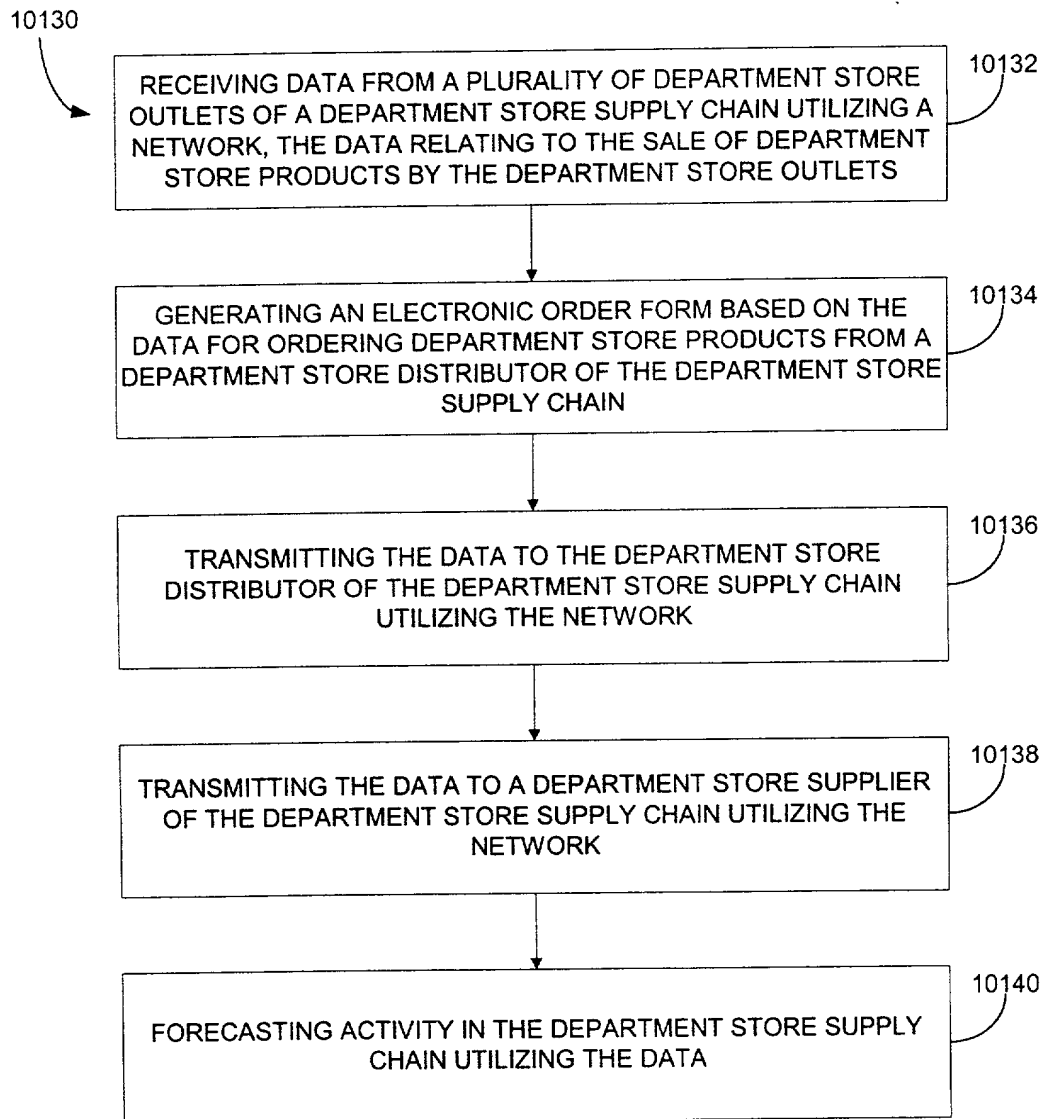


FIG. 101

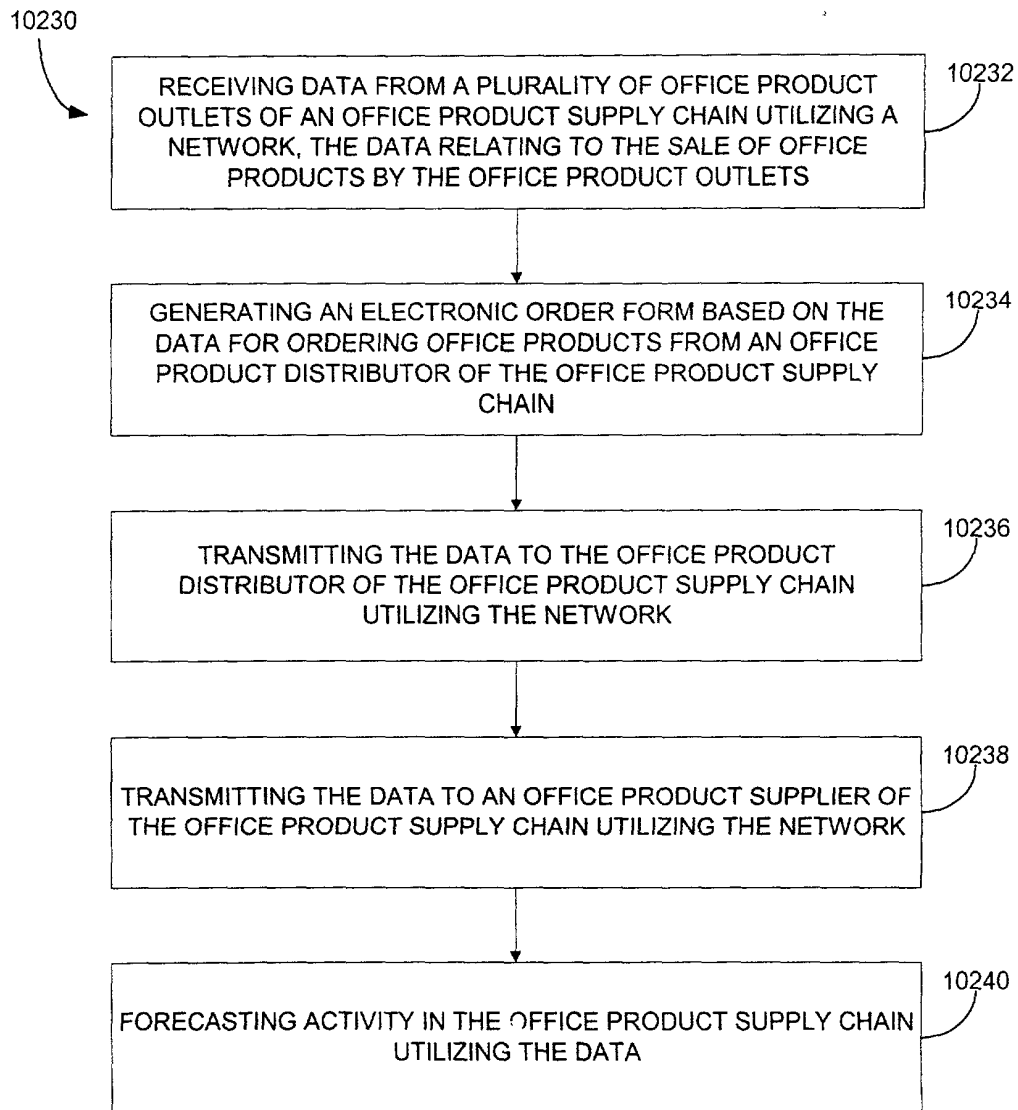


FIG. 102A

10260

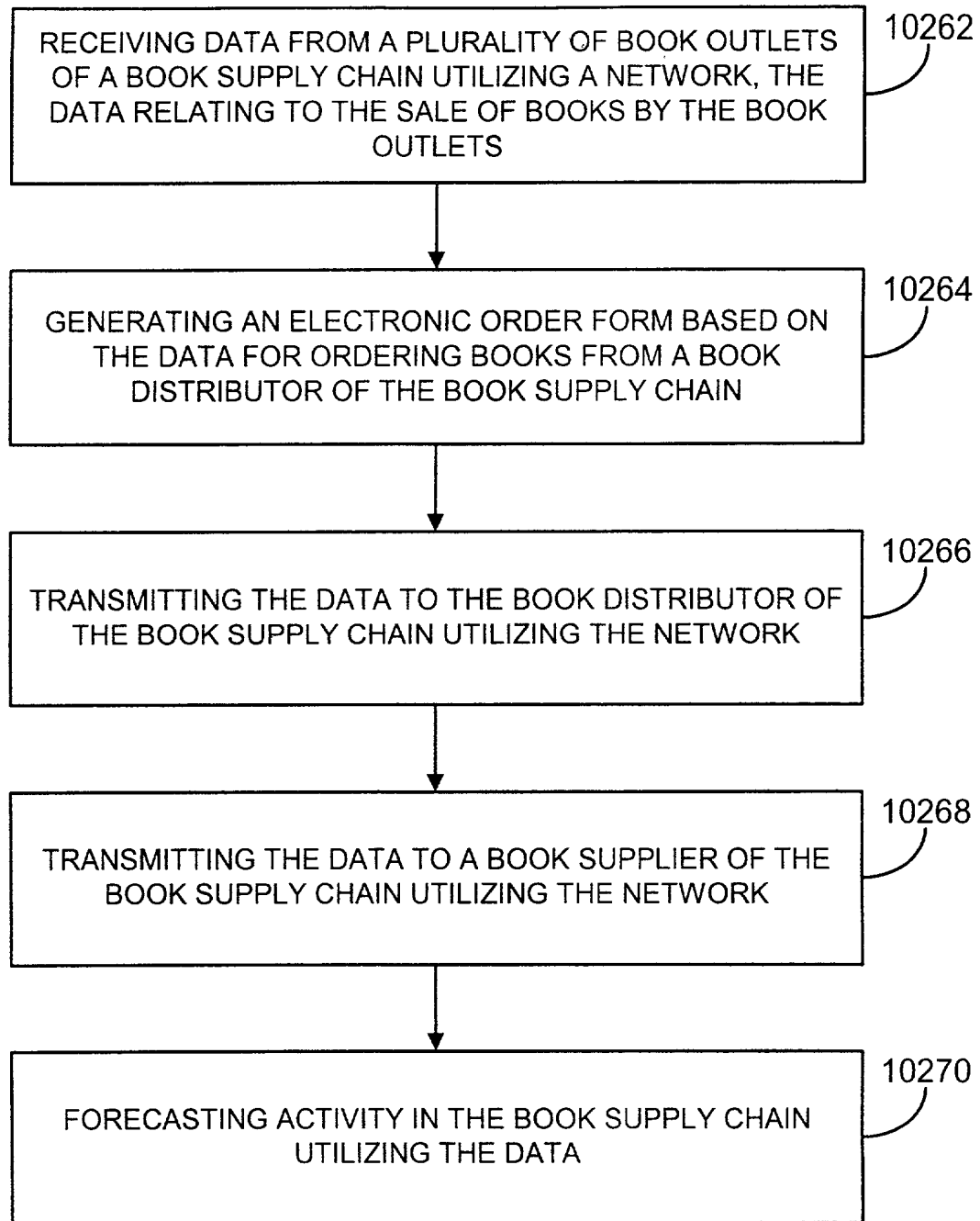


FIG. 102B

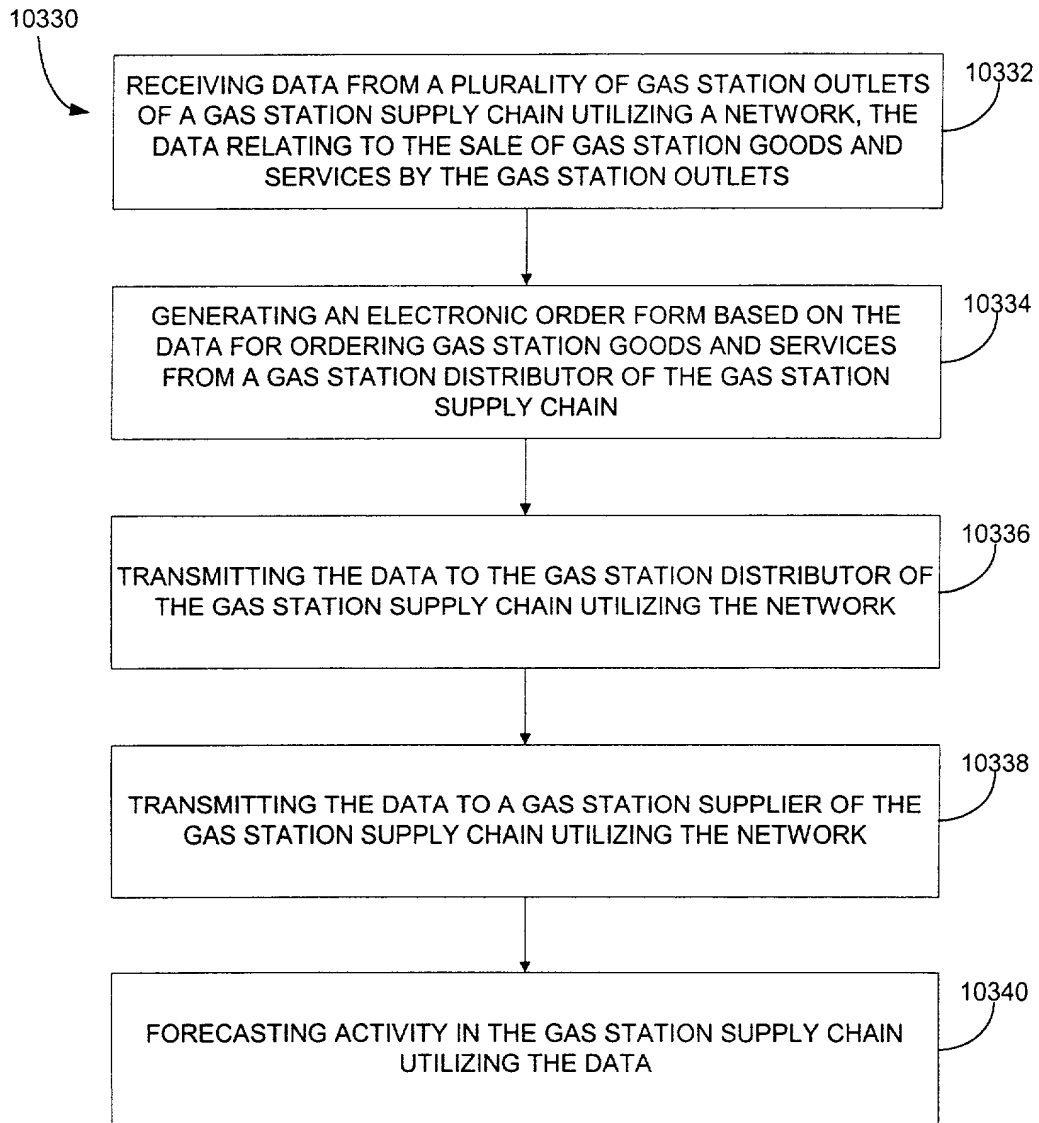


FIG. 103

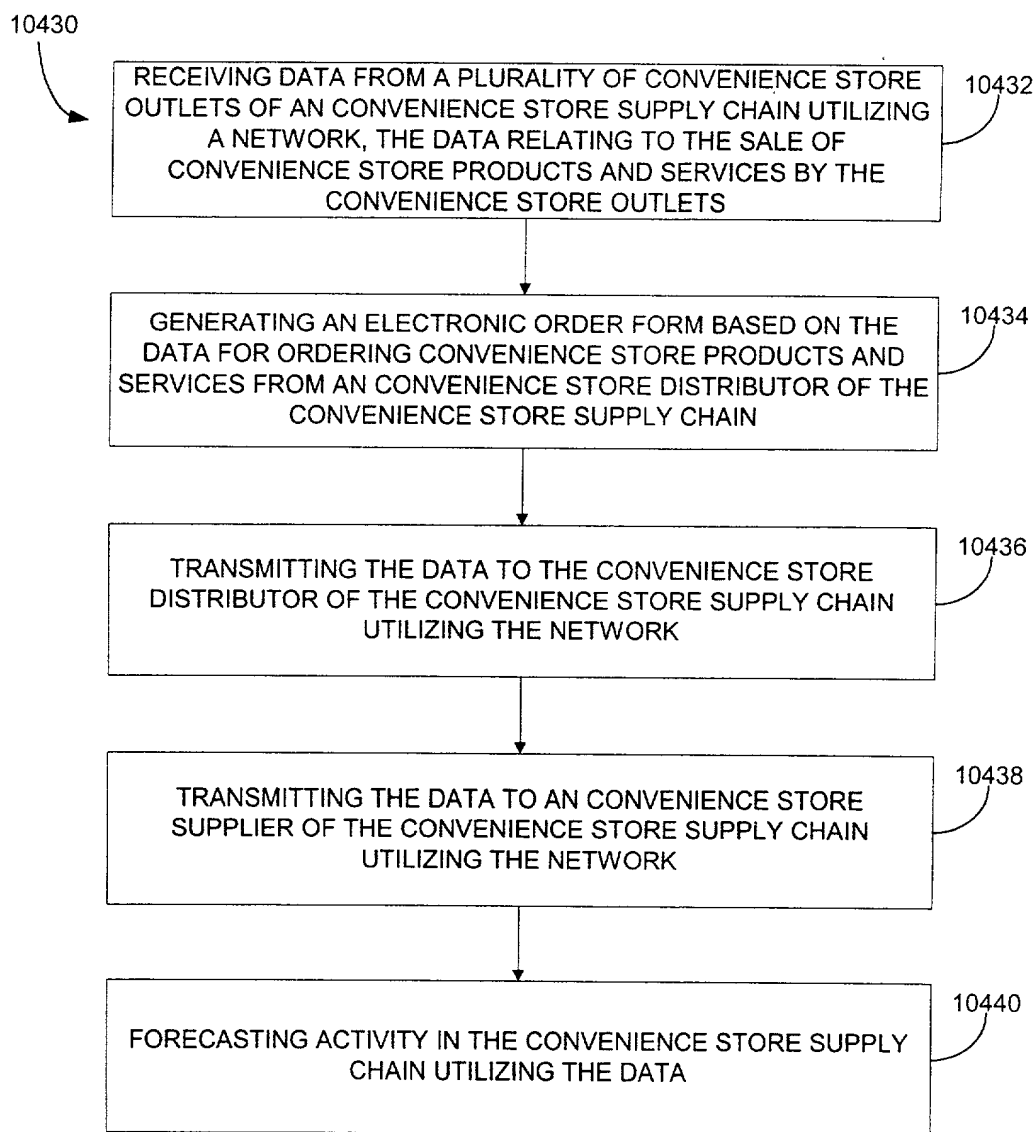


FIG. 104A

10460

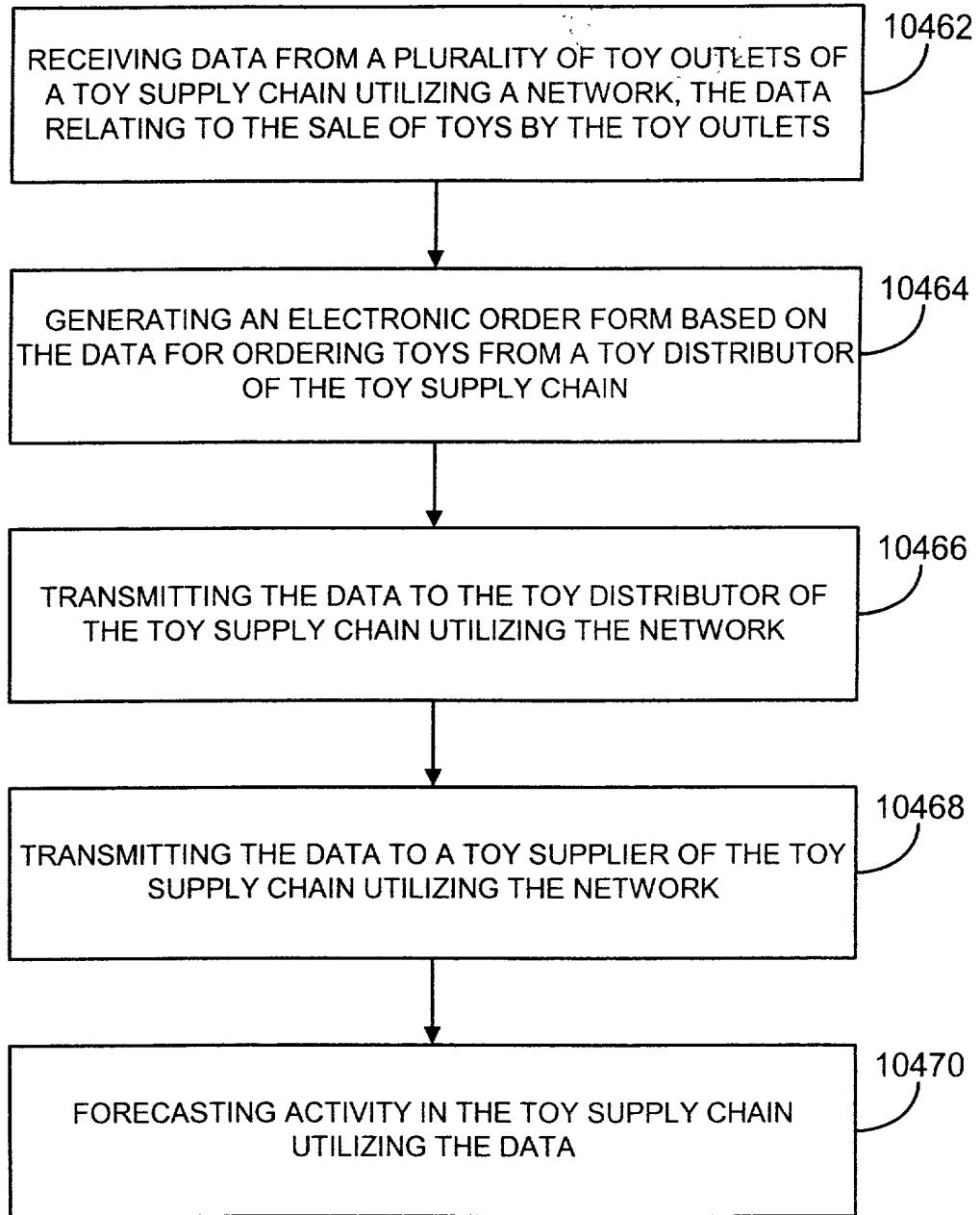


FIG. 104B

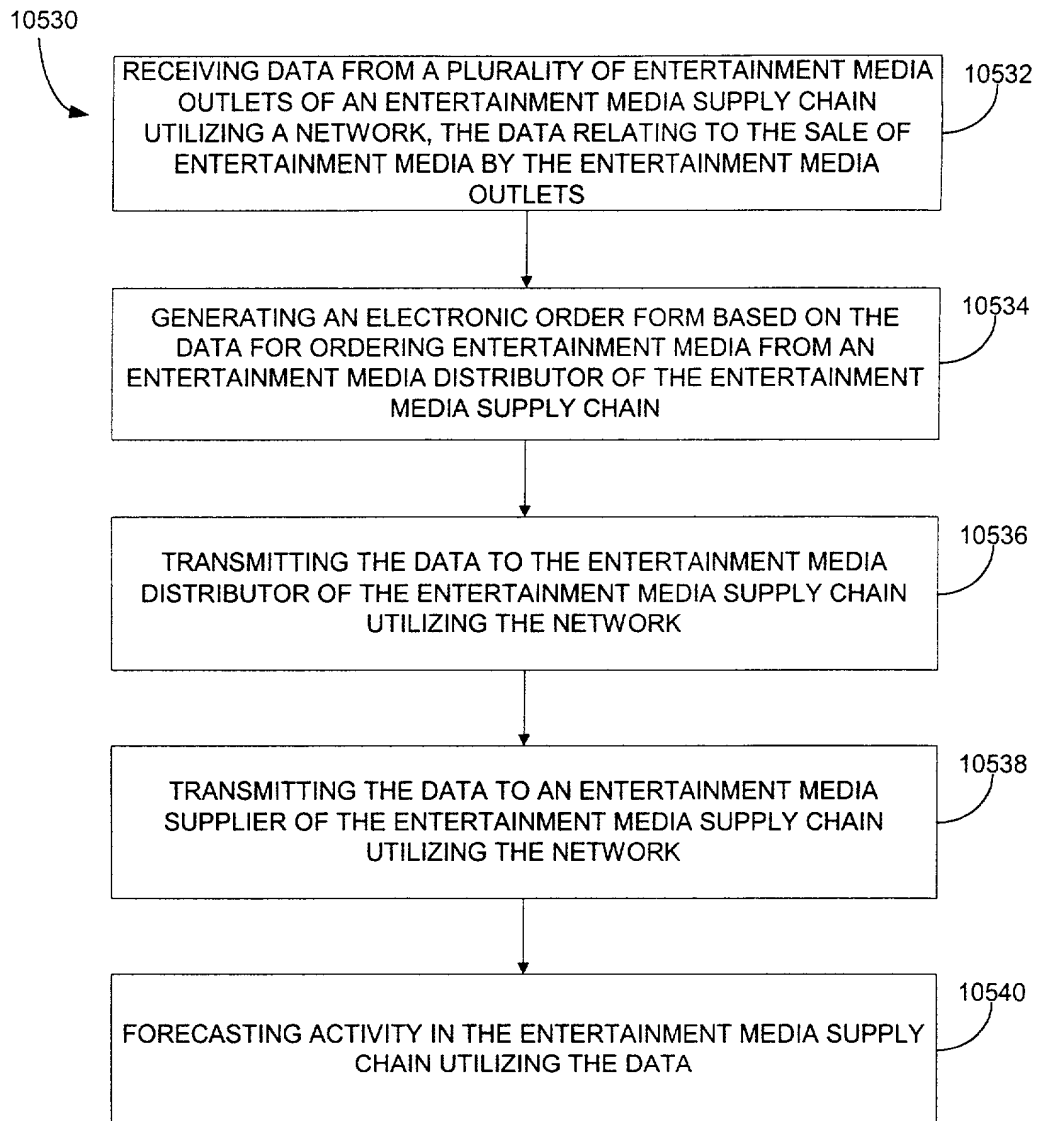


FIG. 105

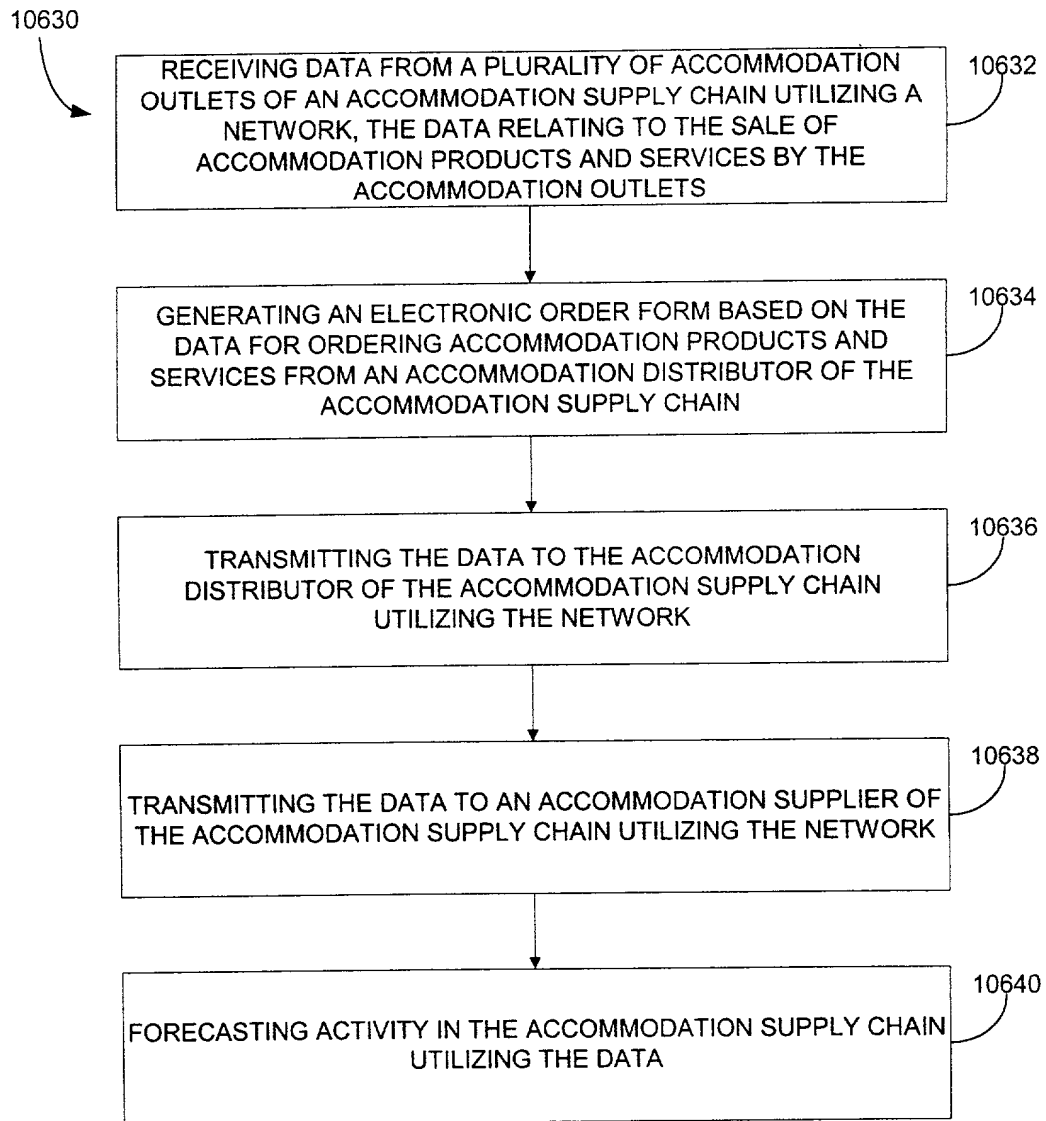


FIG. 106

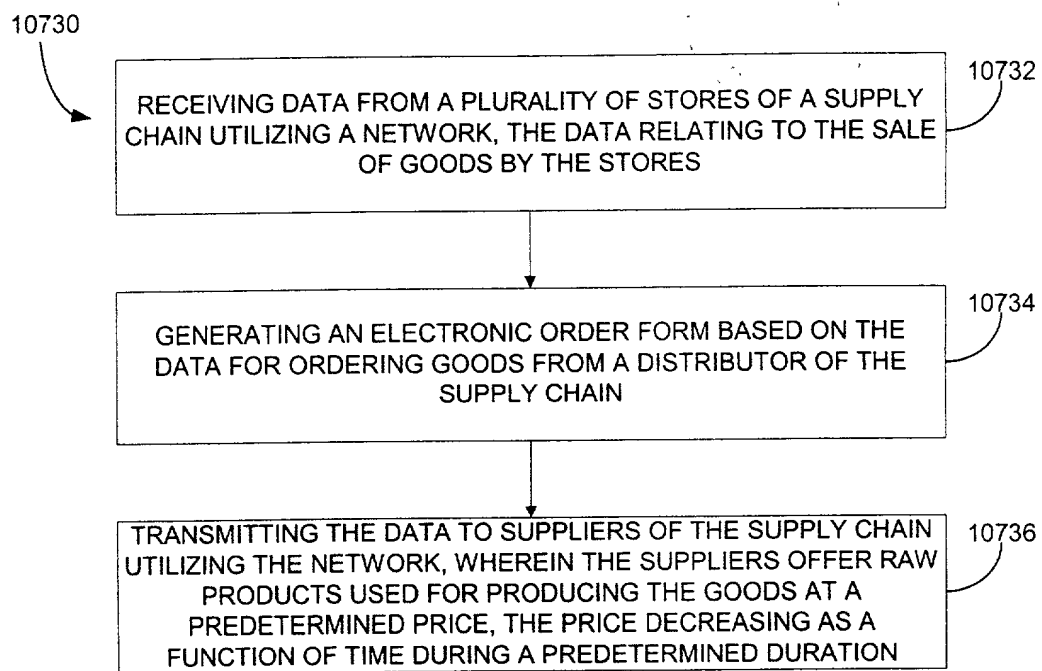


FIG. 107

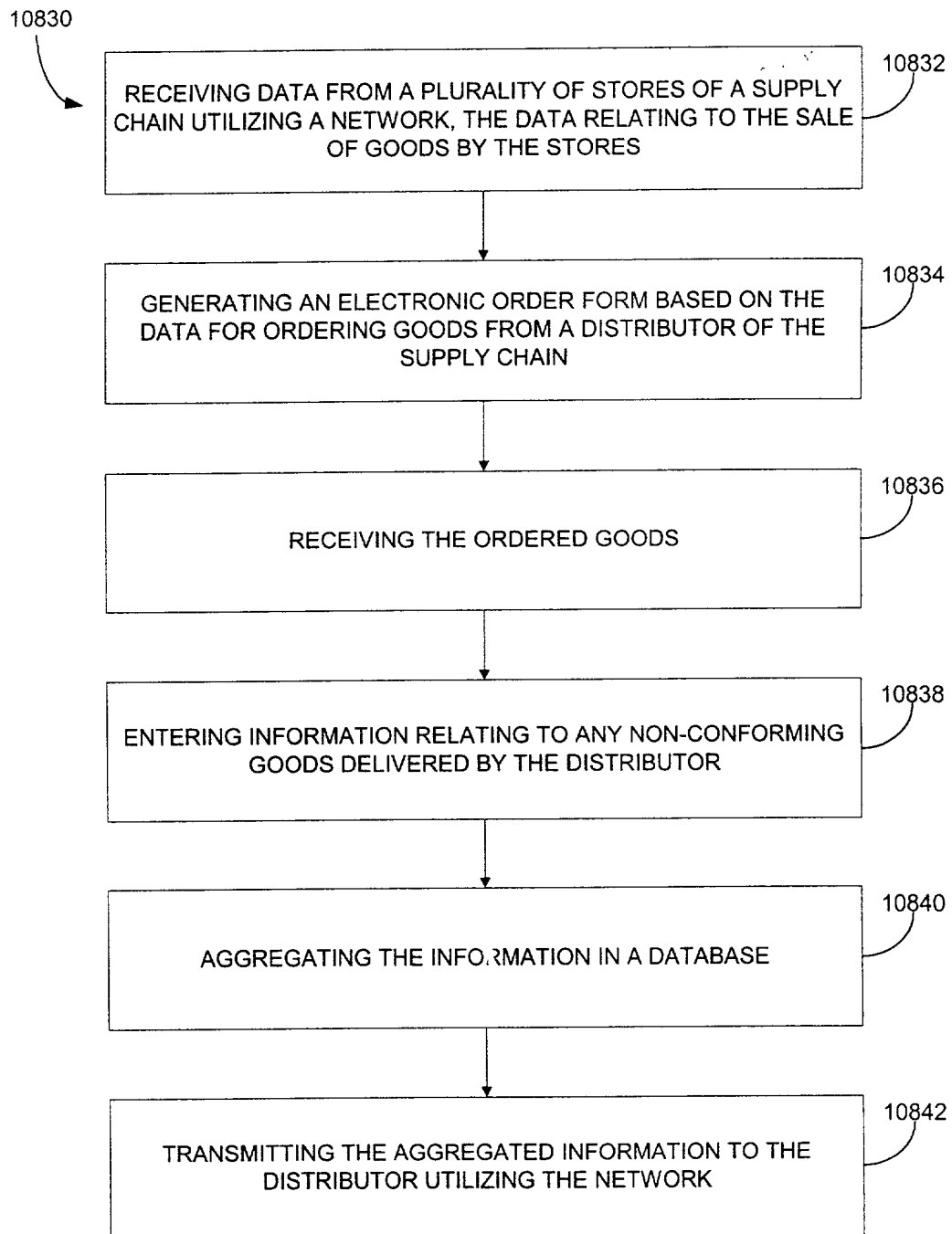


FIG. 108

10900

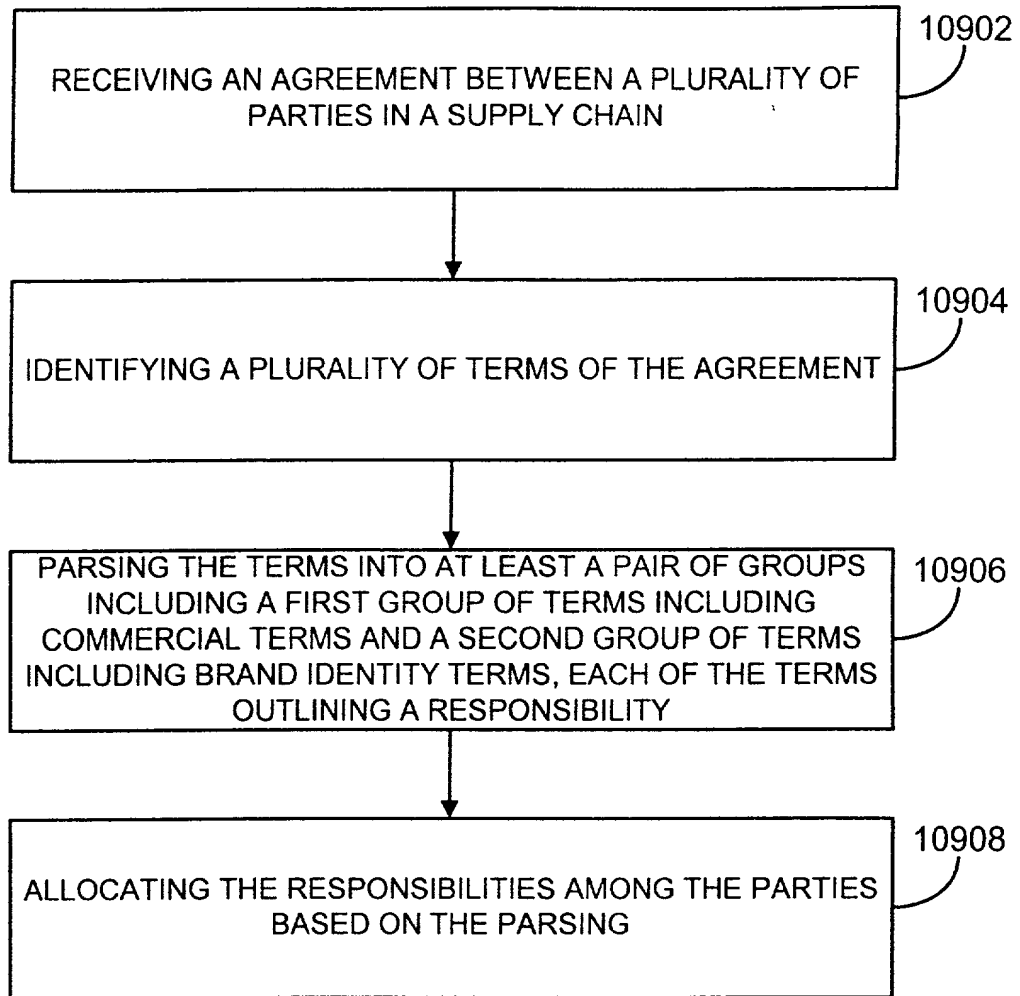


FIG. 109

11000

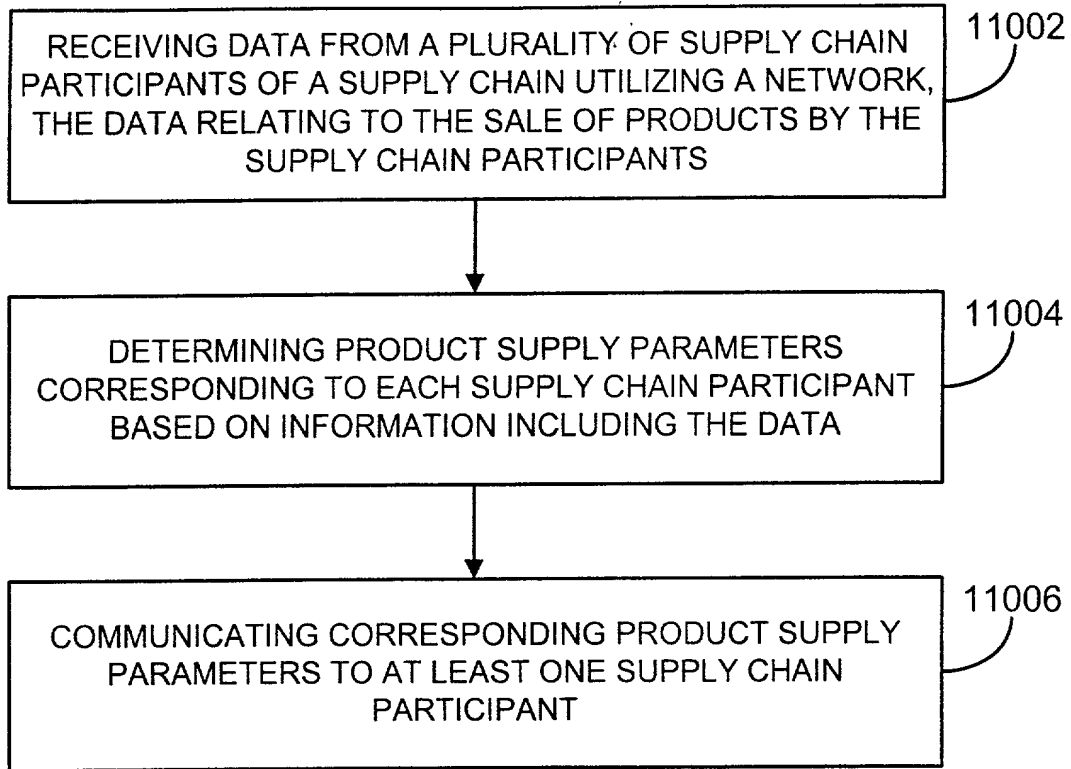


FIG. 110

11100

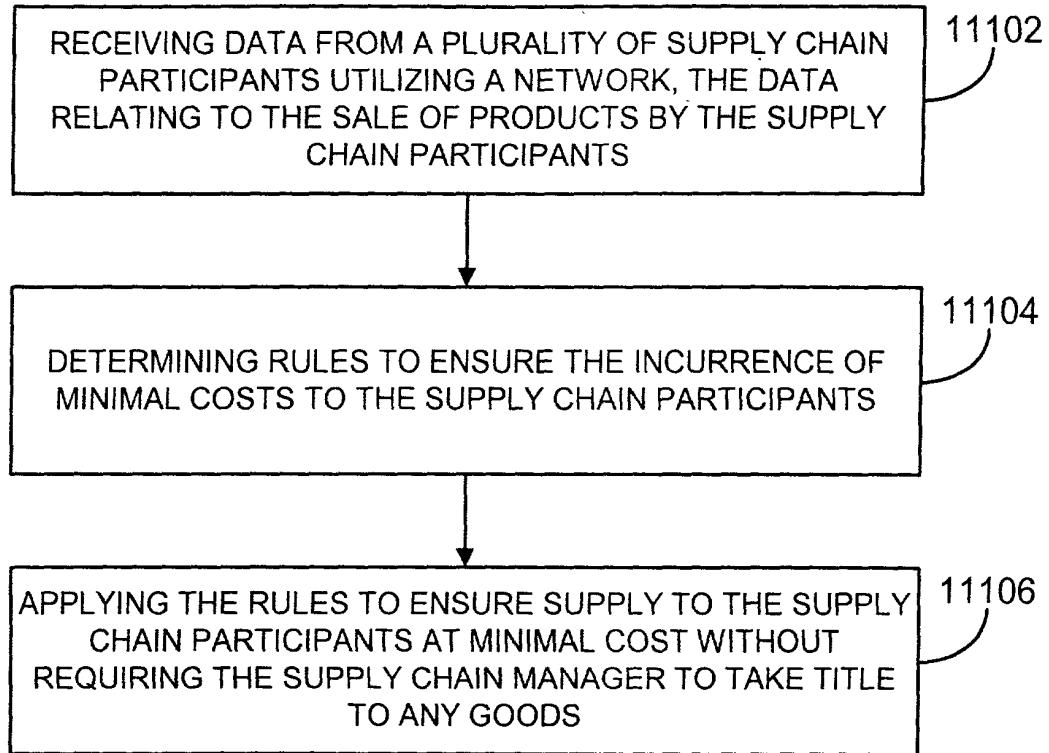


FIG. 111

11200

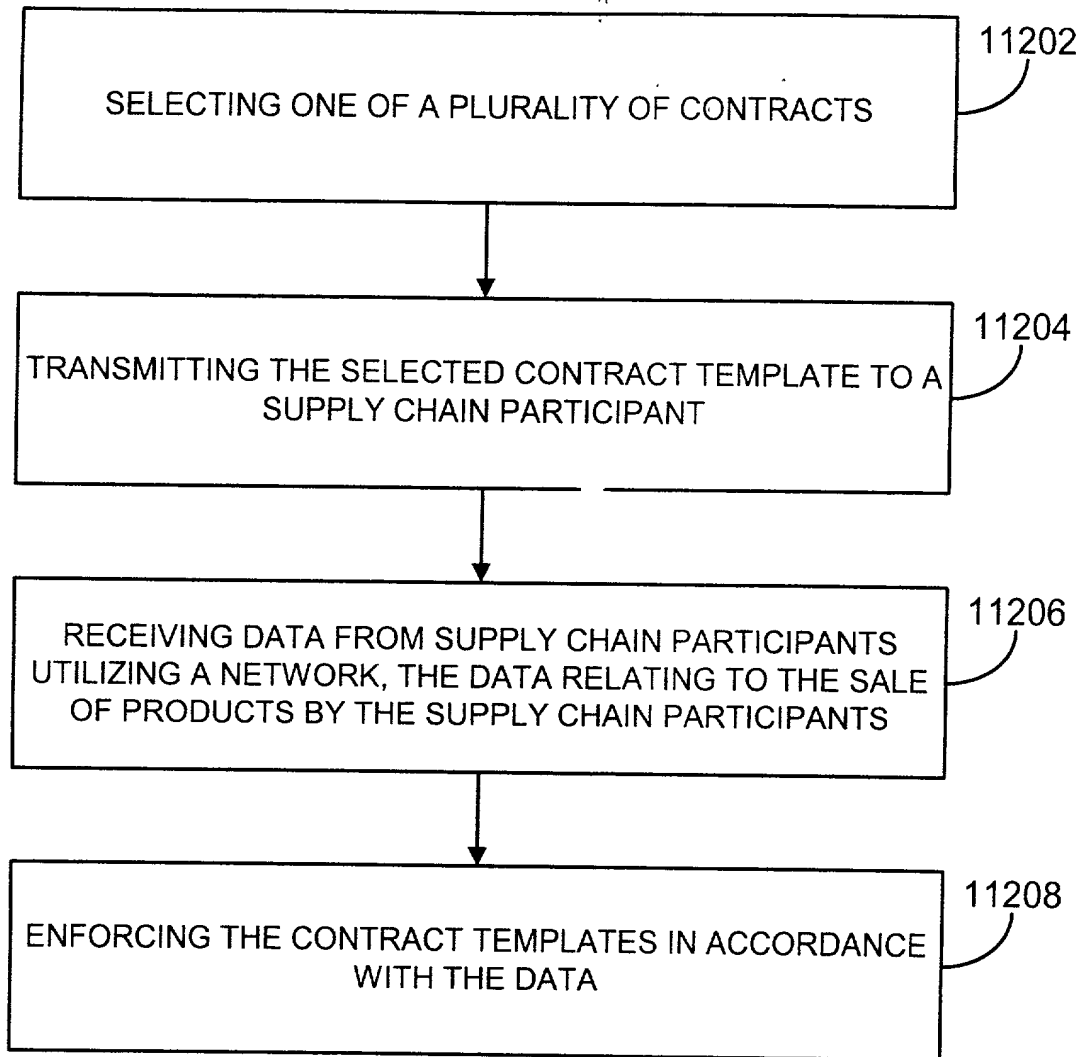


FIG. 112

11300

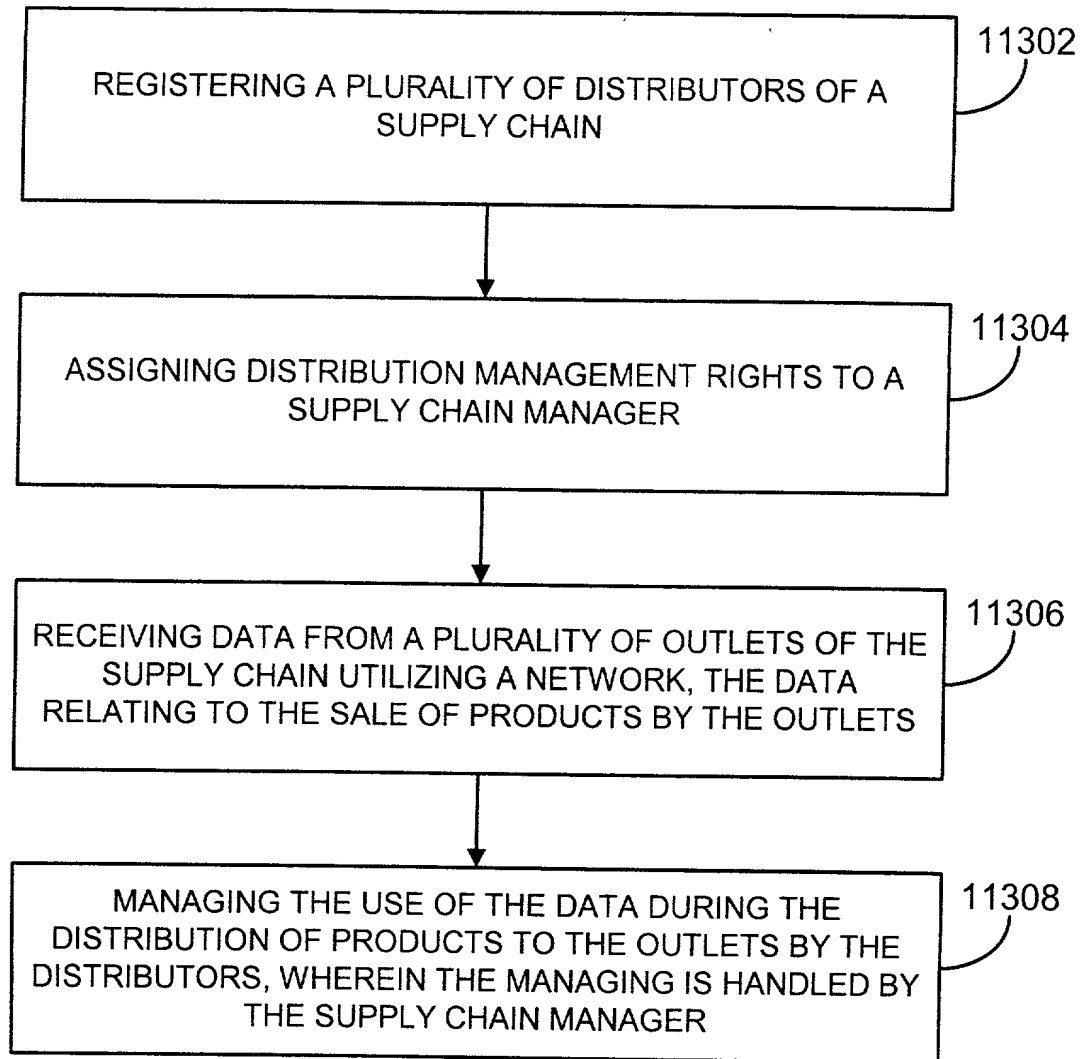


FIG. 113

11400

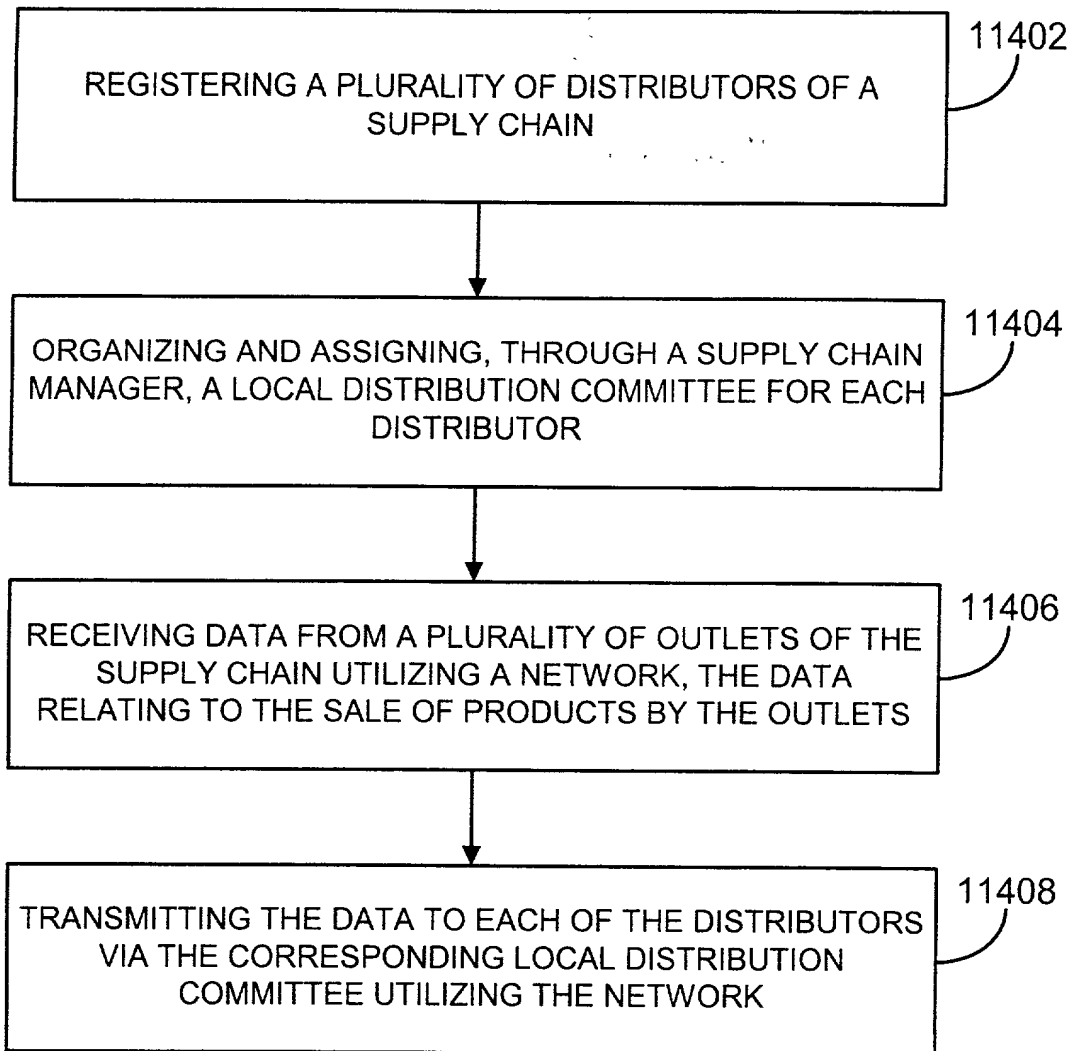


FIG. 114

11500

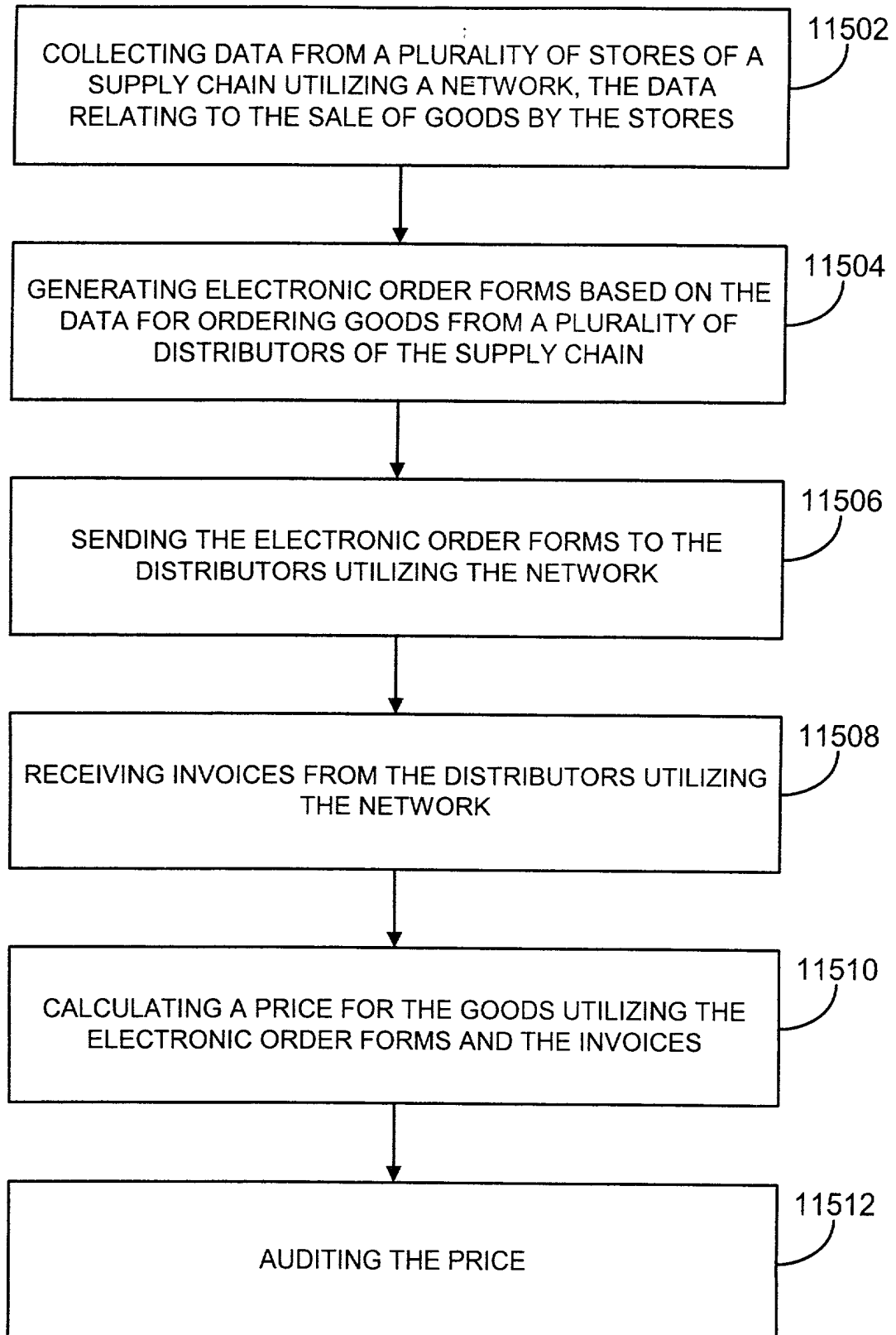


FIG. 115

11600

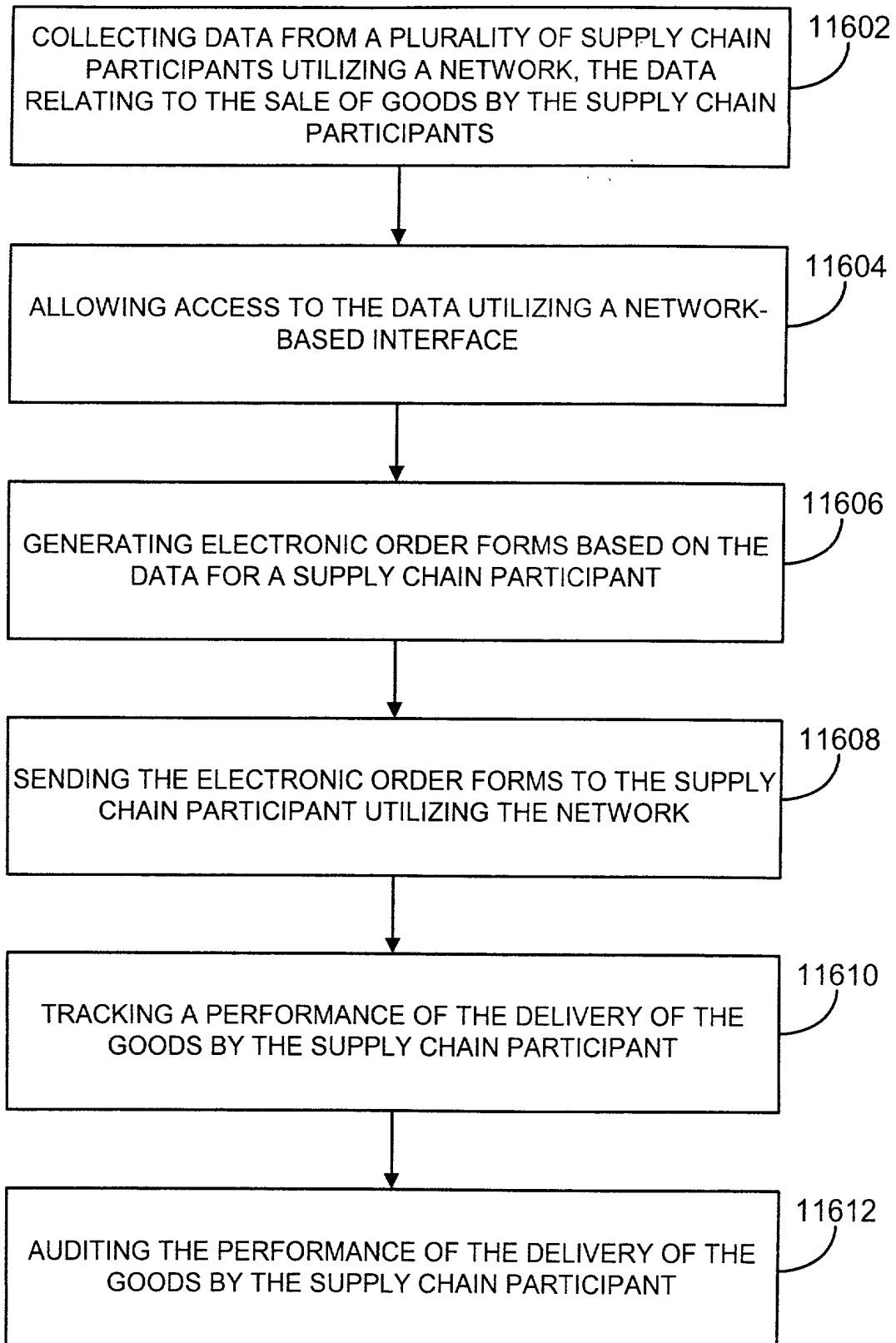


FIG. 116

11700

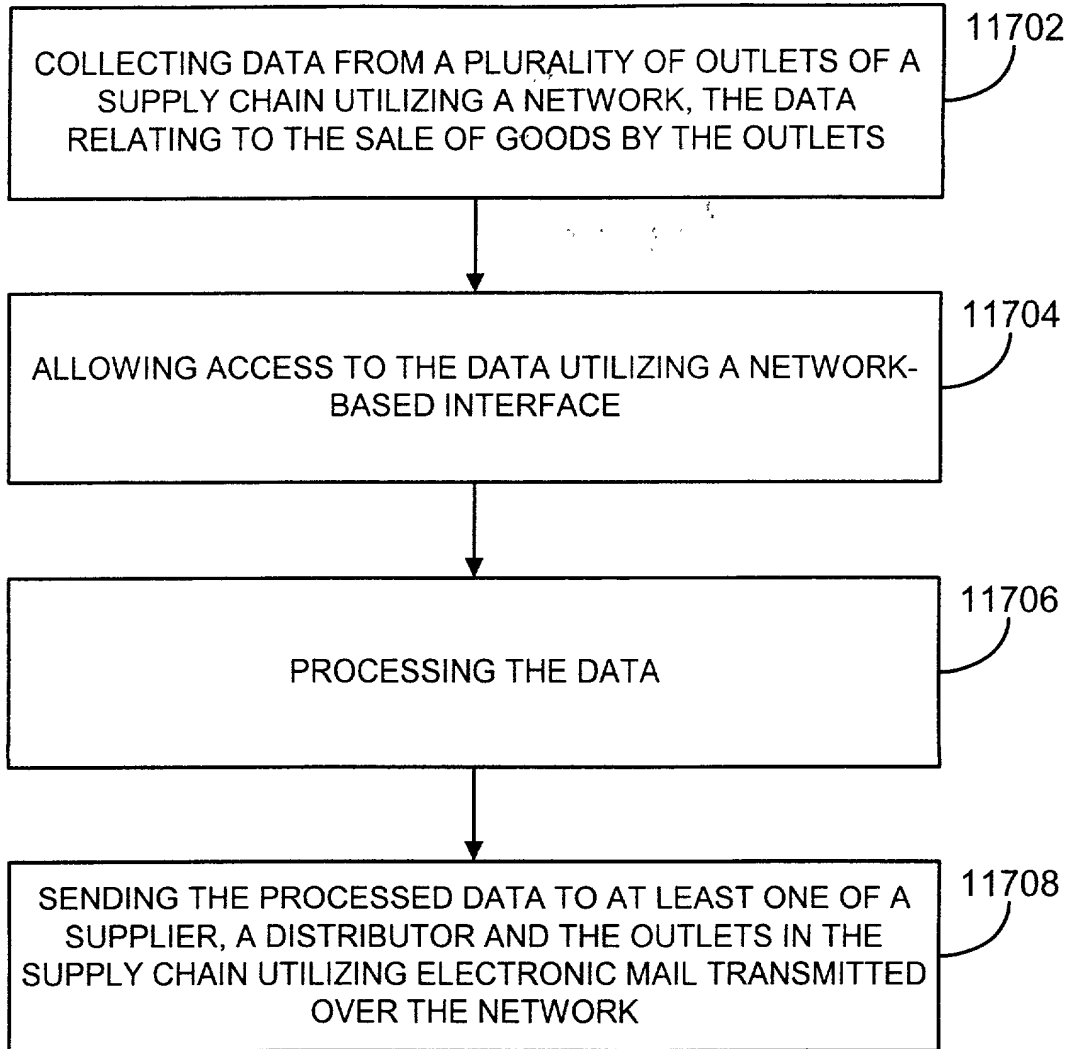


FIG. 117

11800

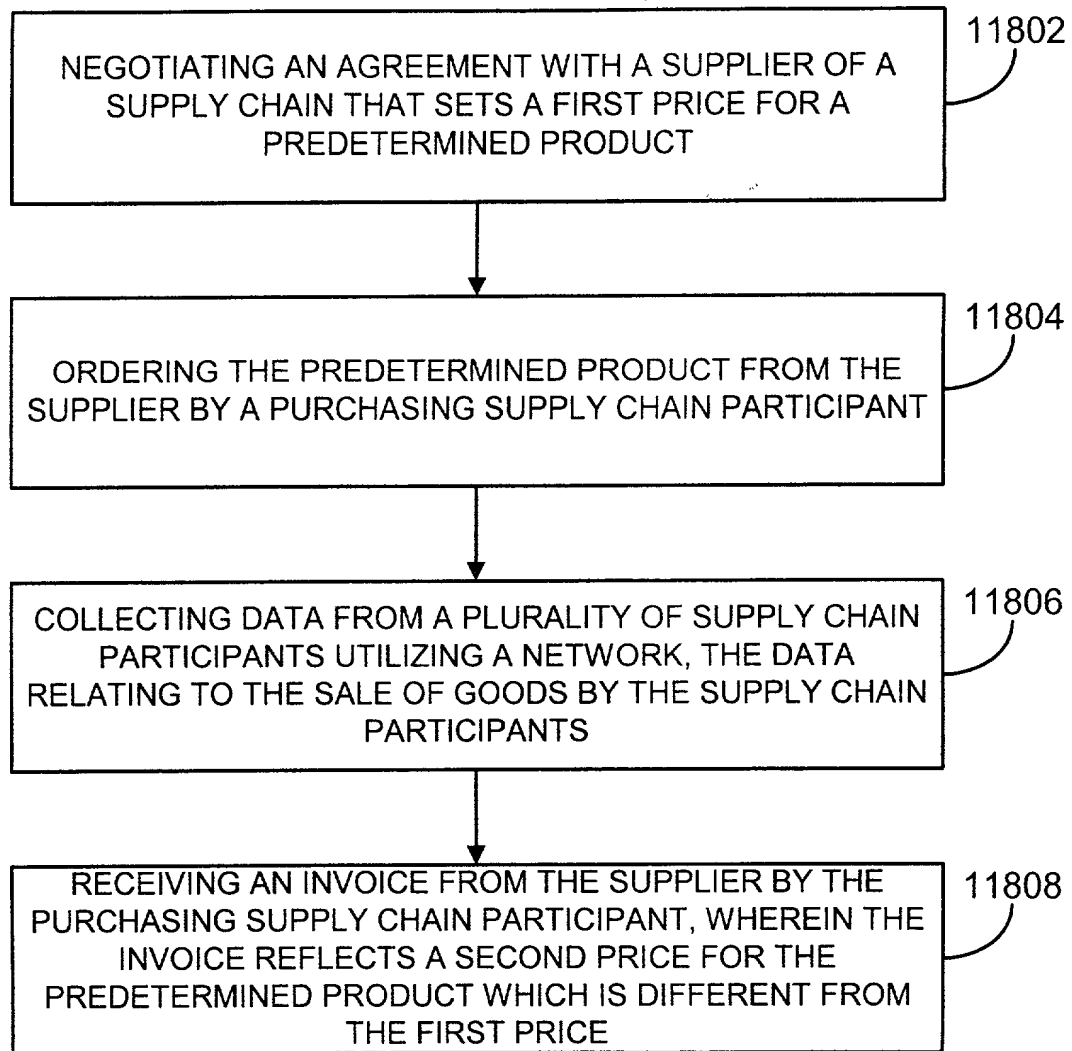


FIG. 118

11900

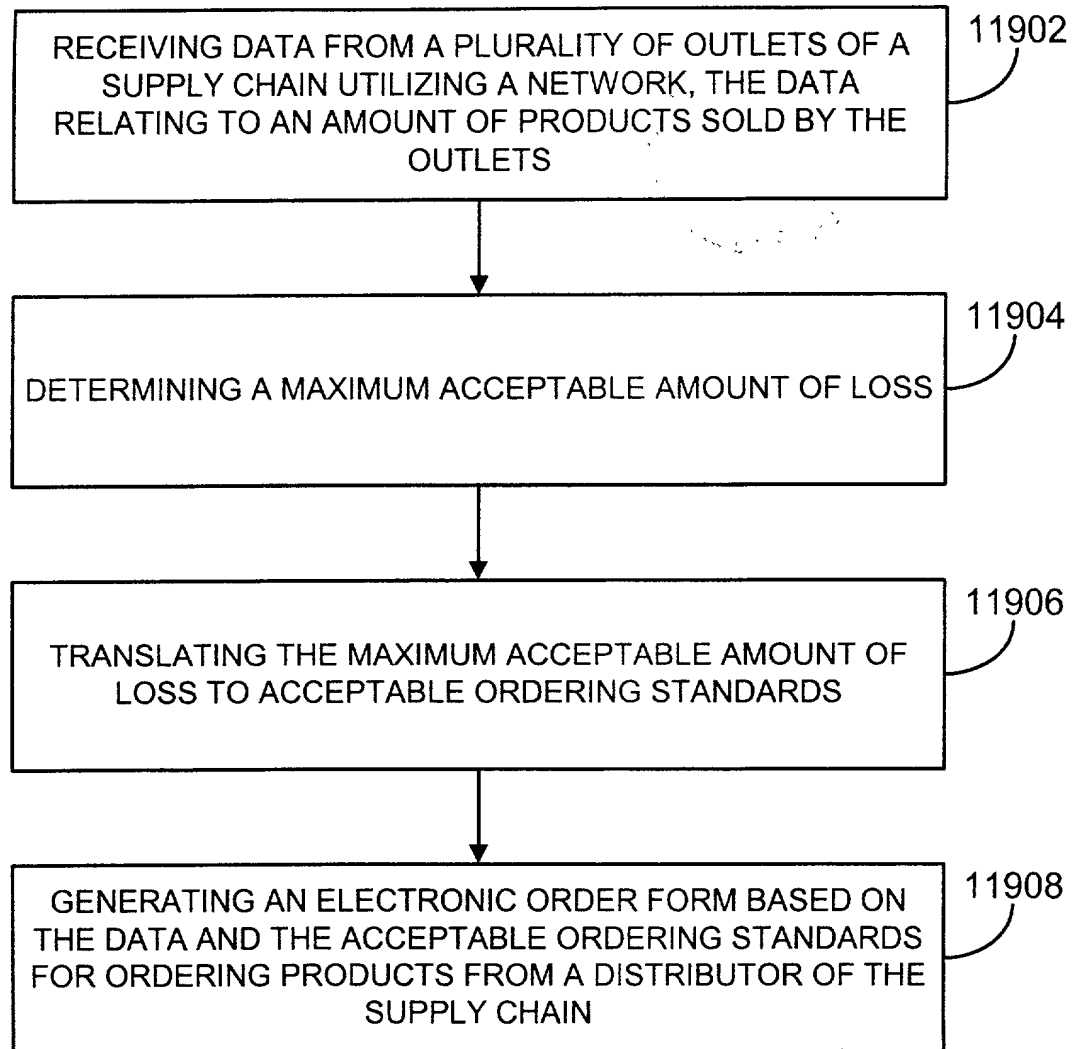


FIG. 119

12000

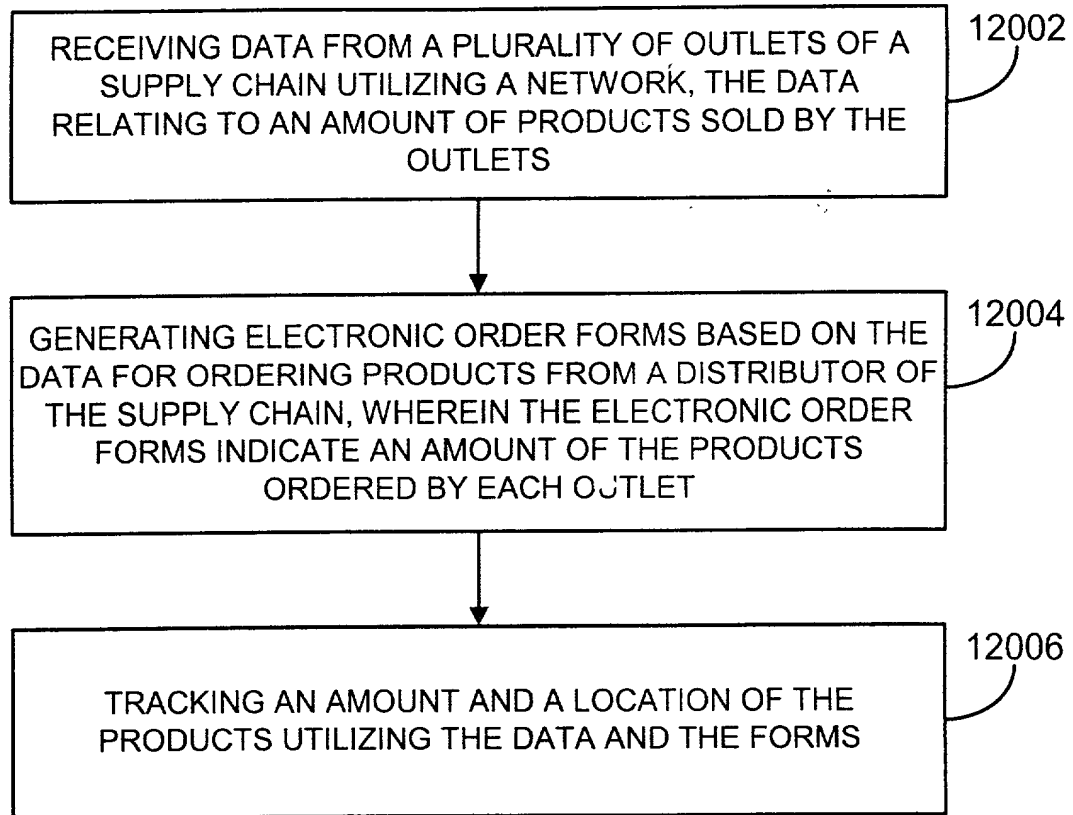


FIG. 120

12100

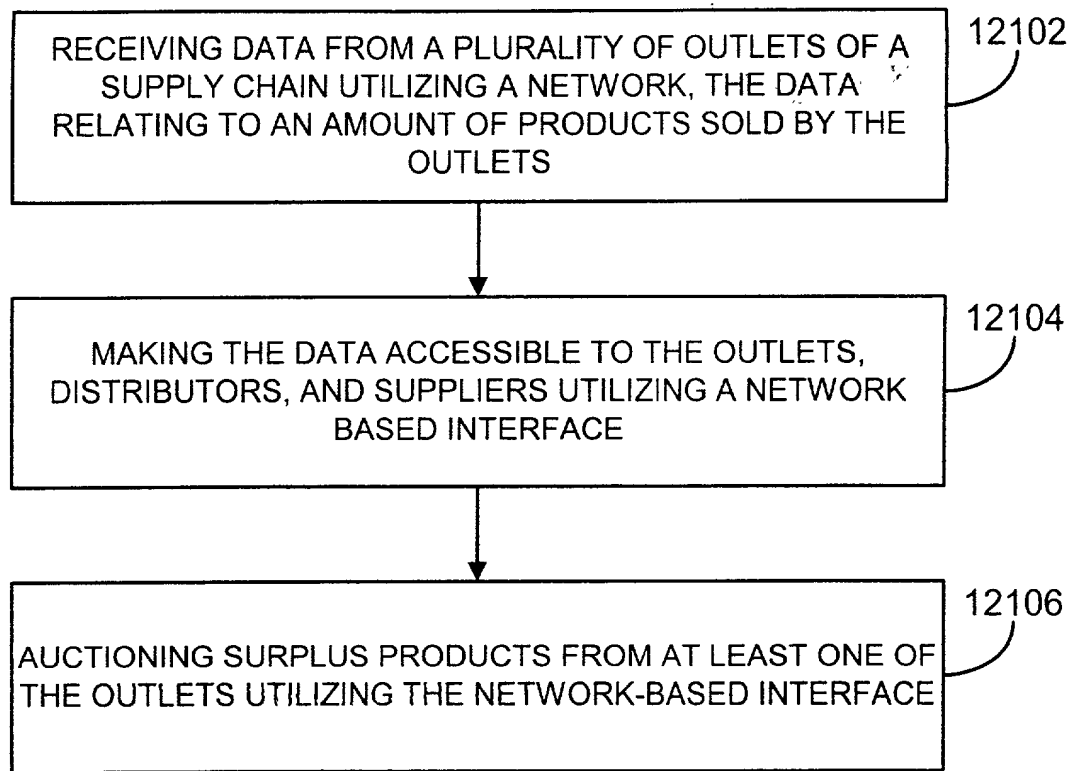


FIG. 121

12200



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202



GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12204



PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE EQUIPPED TO HANDLE SECURE
SOCKETS LAYER (SSL) PROTOCOL

12206

FIG. 122

12300

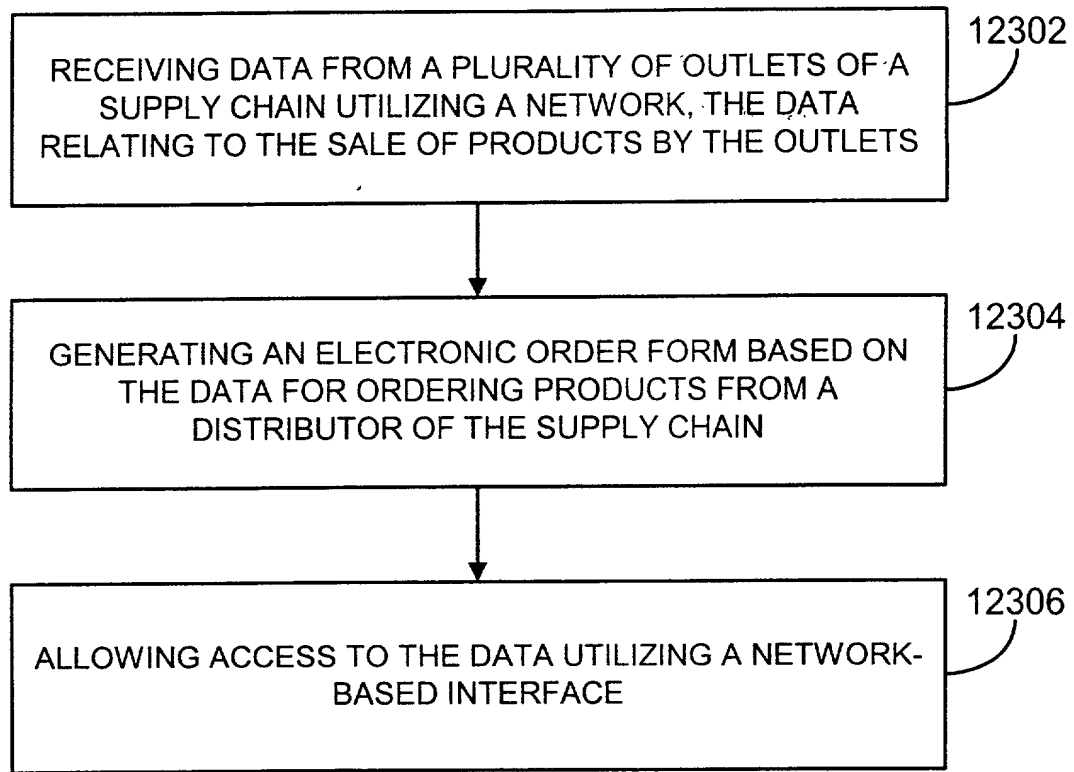


FIG. 123

12400

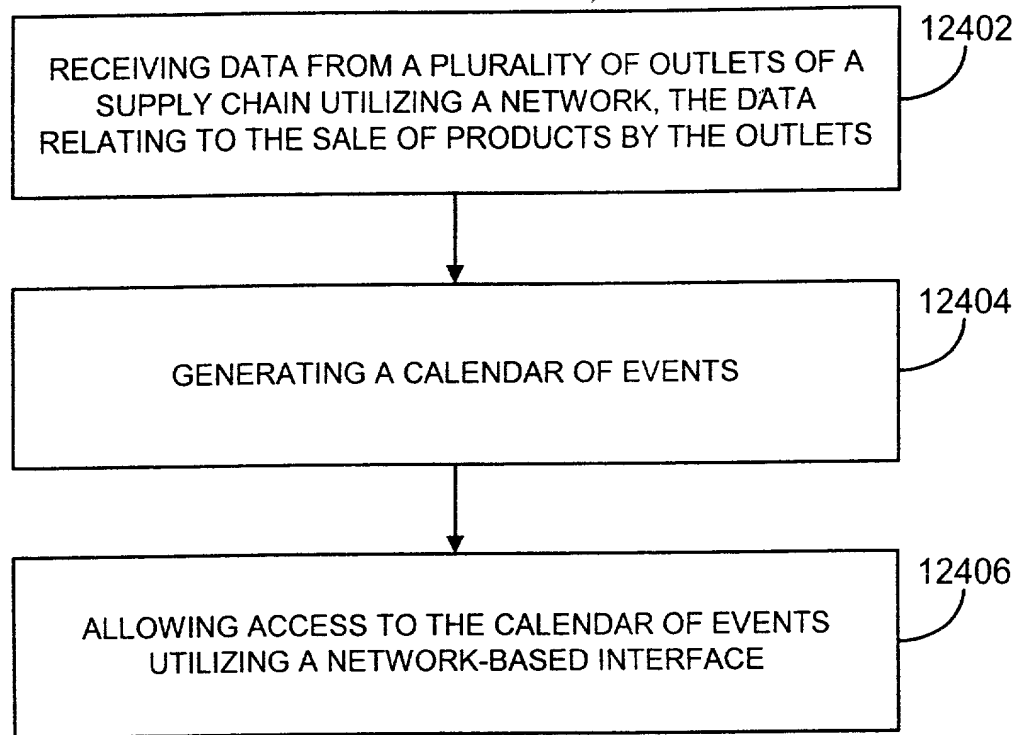


FIG. 124

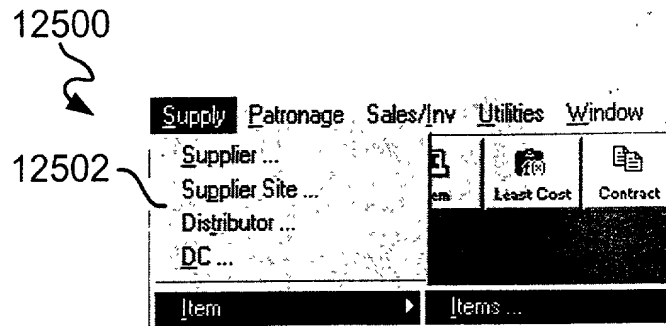


FIG. 125

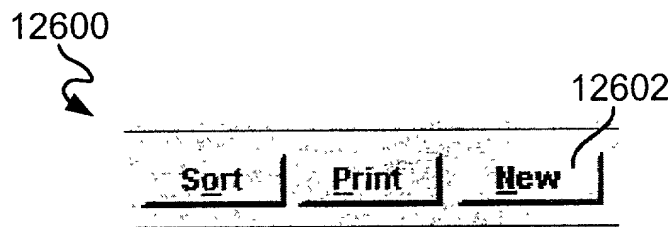


FIG. 126

12700

12702

Item Desc:

Item Number: Status Code:

Product Cat Code: Item Rank:

FIG. 127

1030207576800

12800



Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900



FIG. 129

13000

| | | | |
|----------------------------|---|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | INCH(S) | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | Bar Code: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

0004545-070604

13100

Site Information **Site Id:** 17355 **Site Role:** *FOB Shipping Point*
Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information **Site Id:** 16 **FOB Shipping Point**
Name: AMERISERVE-FARMINGDALE, NY **Railroad Name:** ☐
Status: Active **Rail Sidings:** ☐

FIG. 132

13300

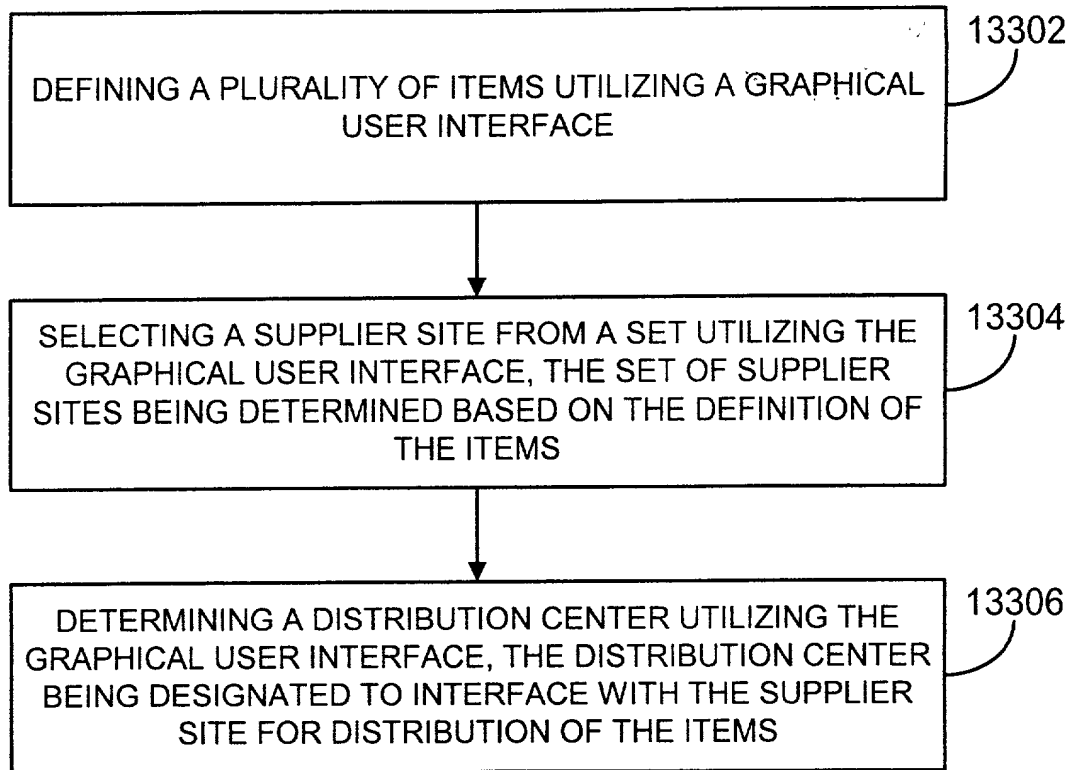


FIG. 133

13400

| | | | |
|---|----------------------|--------------------|--|
| Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: 7/1/96 | End: 9/1/96 | Final: <input type="checkbox"/> |
| Override Rules: <input type="radio"/> Yes <input checked="" type="radio"/> No Apply By: Cell <input type="button" value="v"/> | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34 3200 | 34.3900 | 0.8400 | 35.2300 |
| 34 3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|-------------|--------|--------|
| 1 | TRUCKLOAD(S | Pallet | |
| 1 | TRUCKLOAD(S | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100



FIG. 141

14300

| | | | |
|----------------------------|---|-----------------------------------|----|
| <u>C</u> ost | ▶ | <u>E</u> dit / View ... | F3 |
| Commodities | ▶ | New (using previous matrix) ... | F4 |
| | | New (build matrix) ... | F5 |
| <u>V</u> endor Rating | ▶ | | |
| Contact <u>M</u> anagement | ▶ | Multi Item Price Notification ... | |

FIG. 143

14400

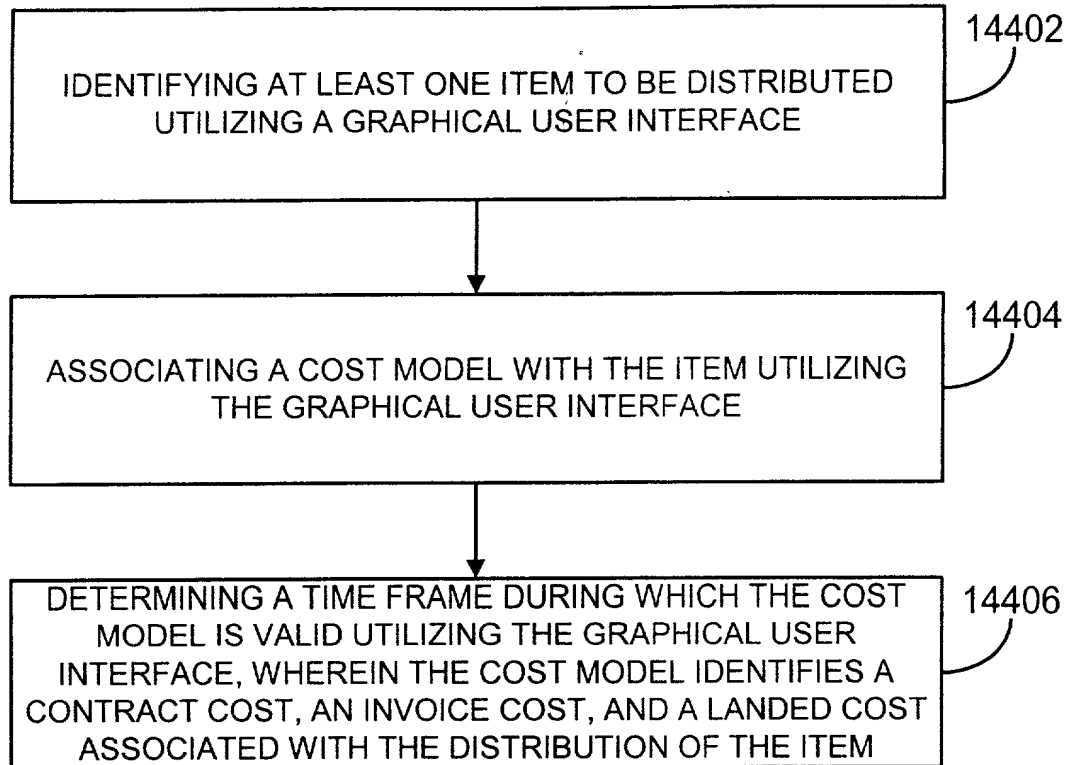


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

09815715 070601 109020 57257860

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|--------------------------|----------------------|-------------------|-------------|
| BEEF - 77% | 8/1/98 | 2/24/08 | No Date |
| BEEF-WHOPPER 4.0 OZ | 8/1/98 | 2/24/08 | No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | 8/1/98 | 2/24/08 | No Date |

FIG. 151

Options Window Help

New Items...

Delete Item..

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B



Exhibit C

FIG. 153

FIG. 152

[illegible]

15400

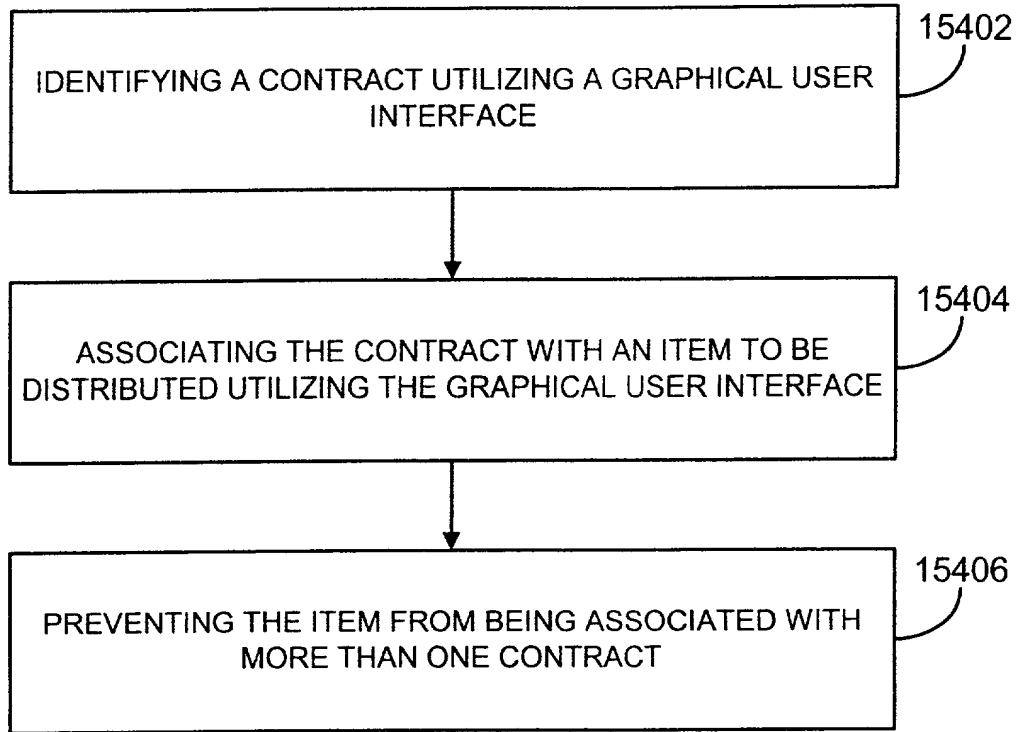


FIG. 154

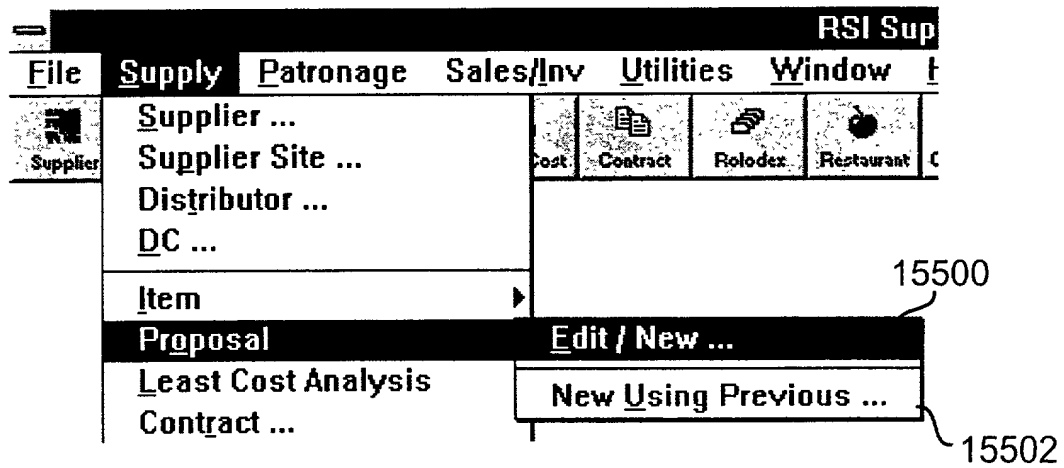


FIG. 155

| Proposal - Foam Hot Cups & Polystyrene Lids | | | |
|---|----------------------------------|---|-----------|
| Main Info | Items | Suppliers | DCs |
| FOB Price | DC/Rest. | Usage | Templates |
| View Bid | | | |
| Proposal Information | | | |
| Proposal ID: | 1021 | Proposal Due Date: | 06/12/97 |
| Proposal Name: | Foam Hot Cups & Polystyrene Lids | Contract Begin Date: | 07/01/97 |
| Buyer Name: | Dennis Clabby | Contract End Date: | 06/30/98 |
| Actions | | | |
| # | Date: | Action Description: | |
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup | |

FIG. 156

 **New Action**

 **Delete Act.**

 **Print Act.**

[illegible]

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

2 Rows Selected

| Item Description |
|-----------------------|
| CUP-HOT |
| LID-HOT 12M6 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

Navigation buttons: > >> << <

FIG. 158

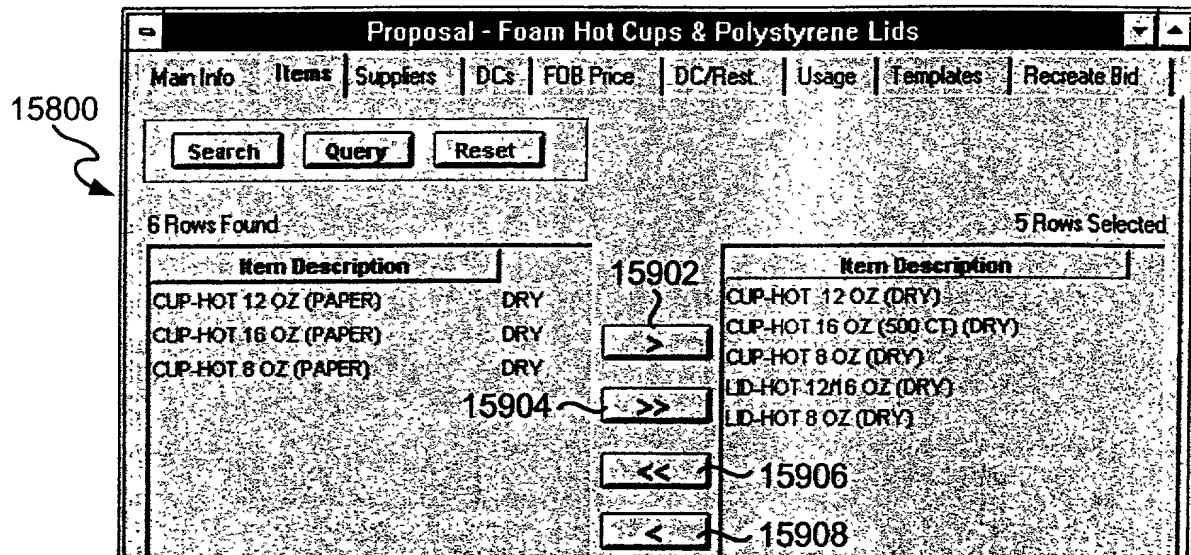


FIG. 159

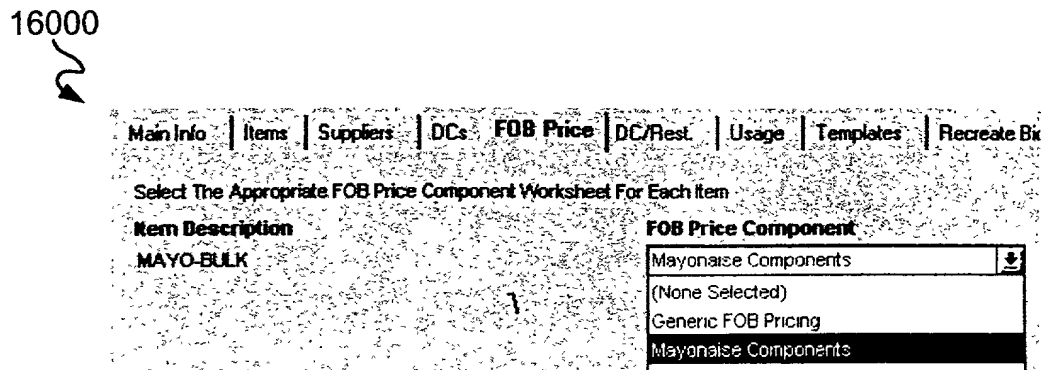


FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.28 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,063 |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 |

FIG. 161

FOOTNOTES: 1. 09/01/97 TO 12/31/97

16200

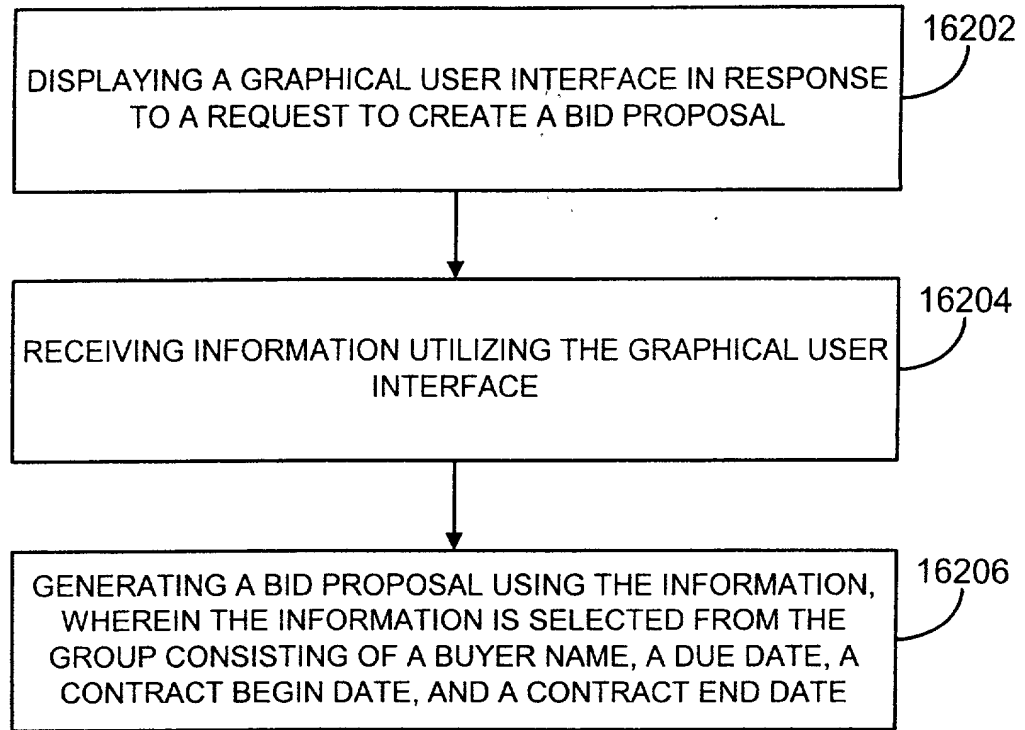


FIG. 162

16300

Templates | Create Bid

FIG. 163

16400

| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | | ? | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | | ? | N |
| BK Specification Request | | ? | N |
| FOB Price Component | | ? | Y |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

16500

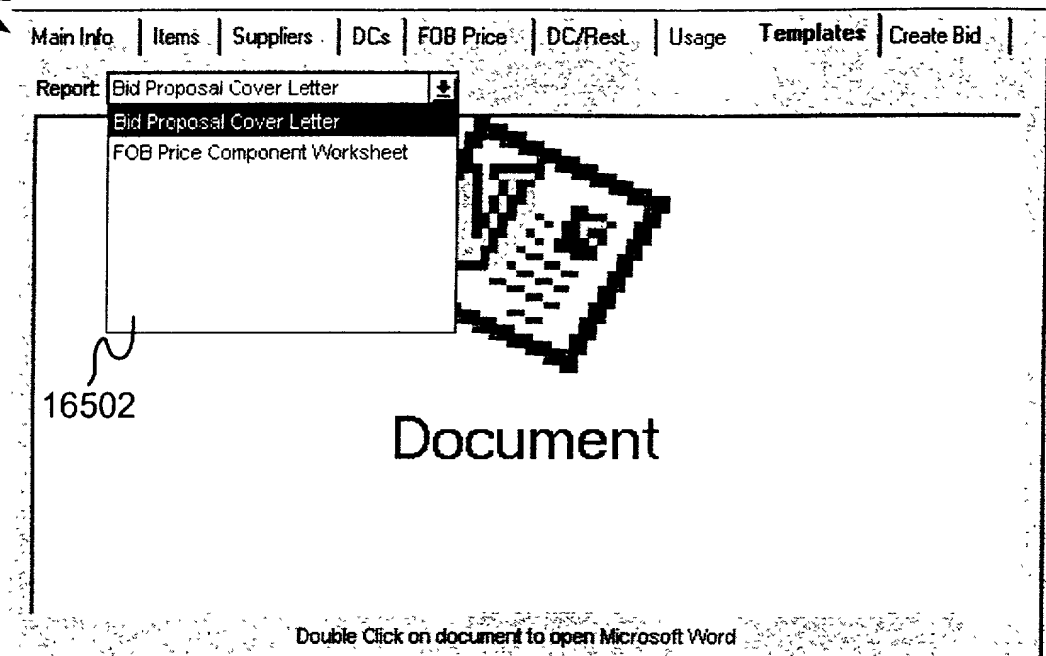


FIG. 165

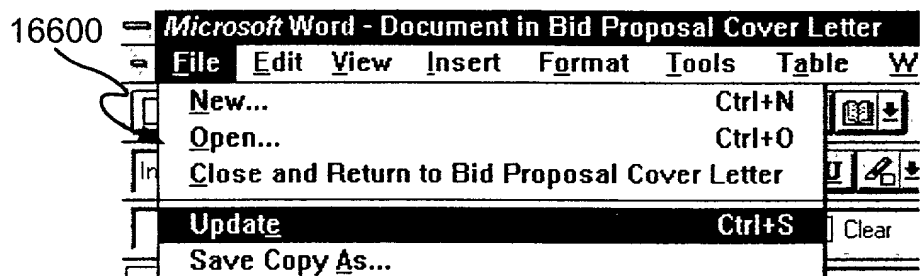


FIG. 166

FIG. 165-166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | Cost |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/> | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/> | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| Usage Estimates <input checked="" type="checkbox"/> | LTL Freight Worksheet <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> | |
| Item Information Worksheet <input checked="" type="checkbox"/> | Blank Sheets |
| Sample Supply Agreement <input checked="" type="checkbox"/> | Supplier Facility Worksheet <input checked="" type="checkbox"/> |
| BK Specification Request <input checked="" type="checkbox"/> | Rem Information Worksheet <input checked="" type="checkbox"/> |
| | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| | LTL Freight Worksheet <input checked="" type="checkbox"/> |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

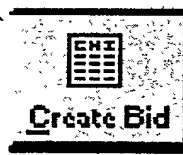


FIG. 168

16900

Report: 7/2/97

| | |
|-------------------------------|-----------------------------------|
| Item Information Worksheet | Supplier: (all) |
| Bid Proposal Cover Letter | |
| FOB Price Component Worksheet | |
| General Terms & Conditions | |
| Item Information Worksheet | Restaurant Services, Inc. |
| LTL Freight Worksheet | Item Information Worksheet |
| Sample Supply Agreement | ATTY |
| Supplier Facility Worksheet | DS |

FIG. 169

17000

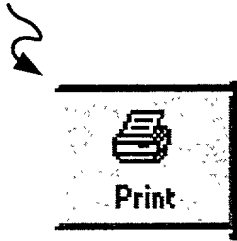


FIG. 170

17100

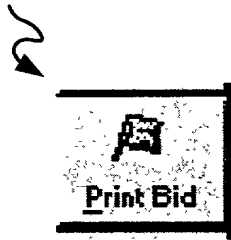


FIG. 171

17200

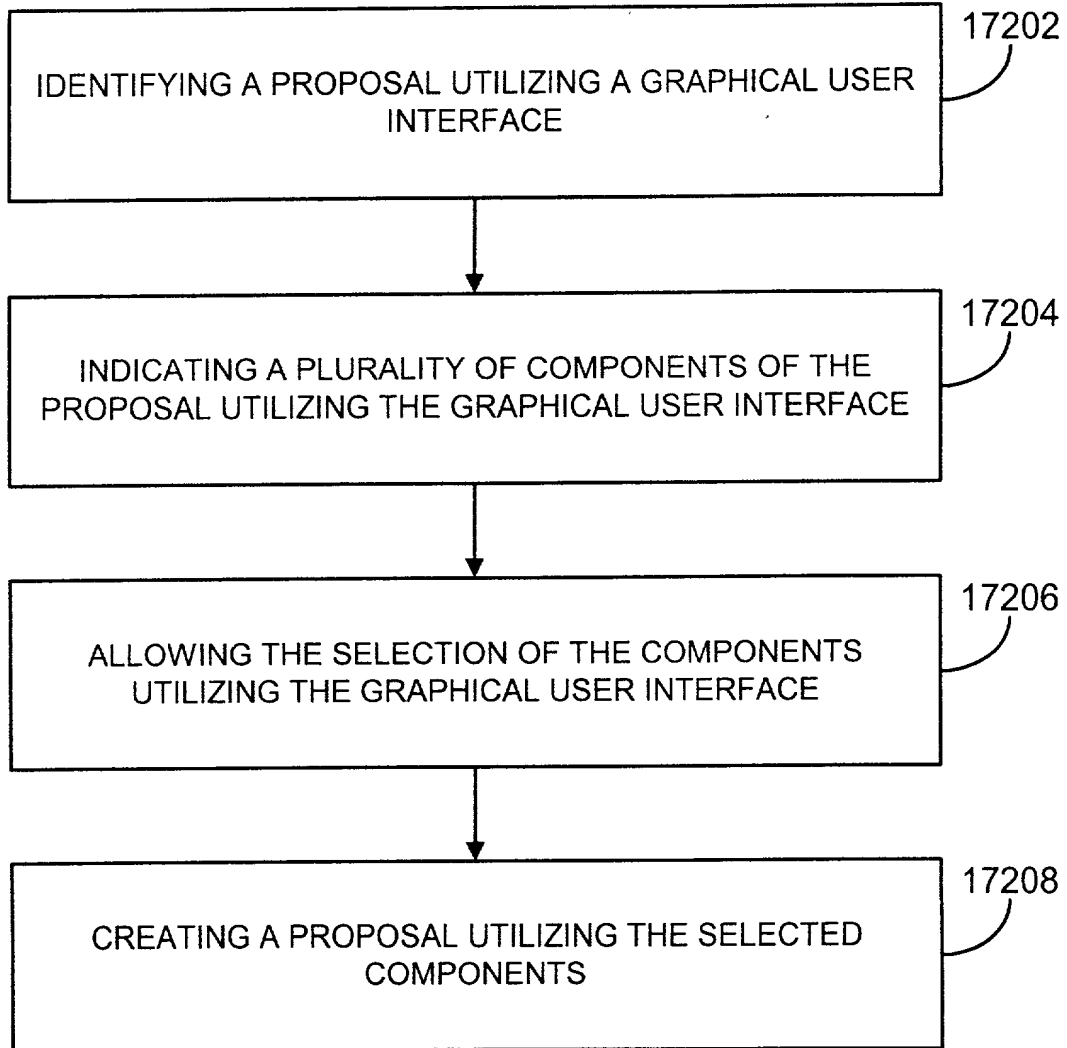


FIG. 172

17300



FIG. 173

17400

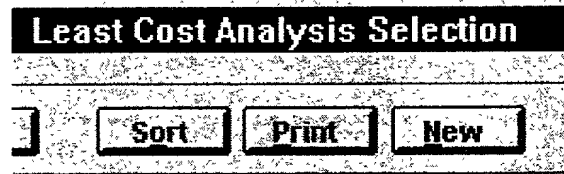


FIG. 174

17500

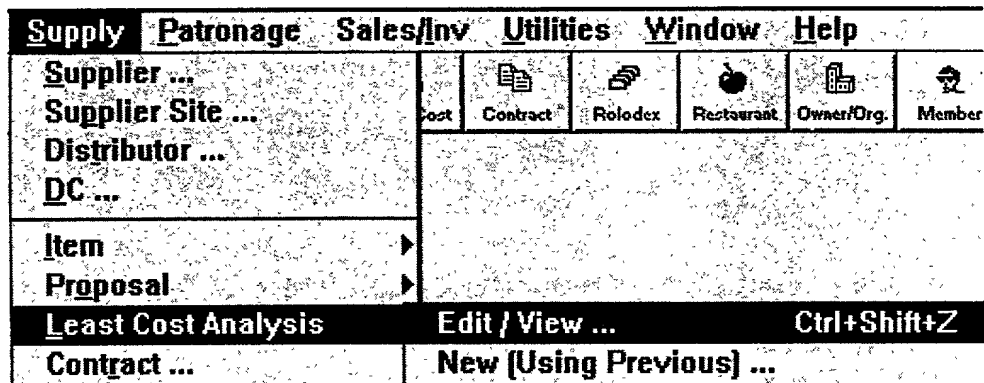



FIG. 175

| | | |
|---------------------------|---|---|
| Bid Proposal Name: | (None) |  |
| | Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98) | |
| | Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97) | |

17600




FIG. 176

FIG. 176

17700

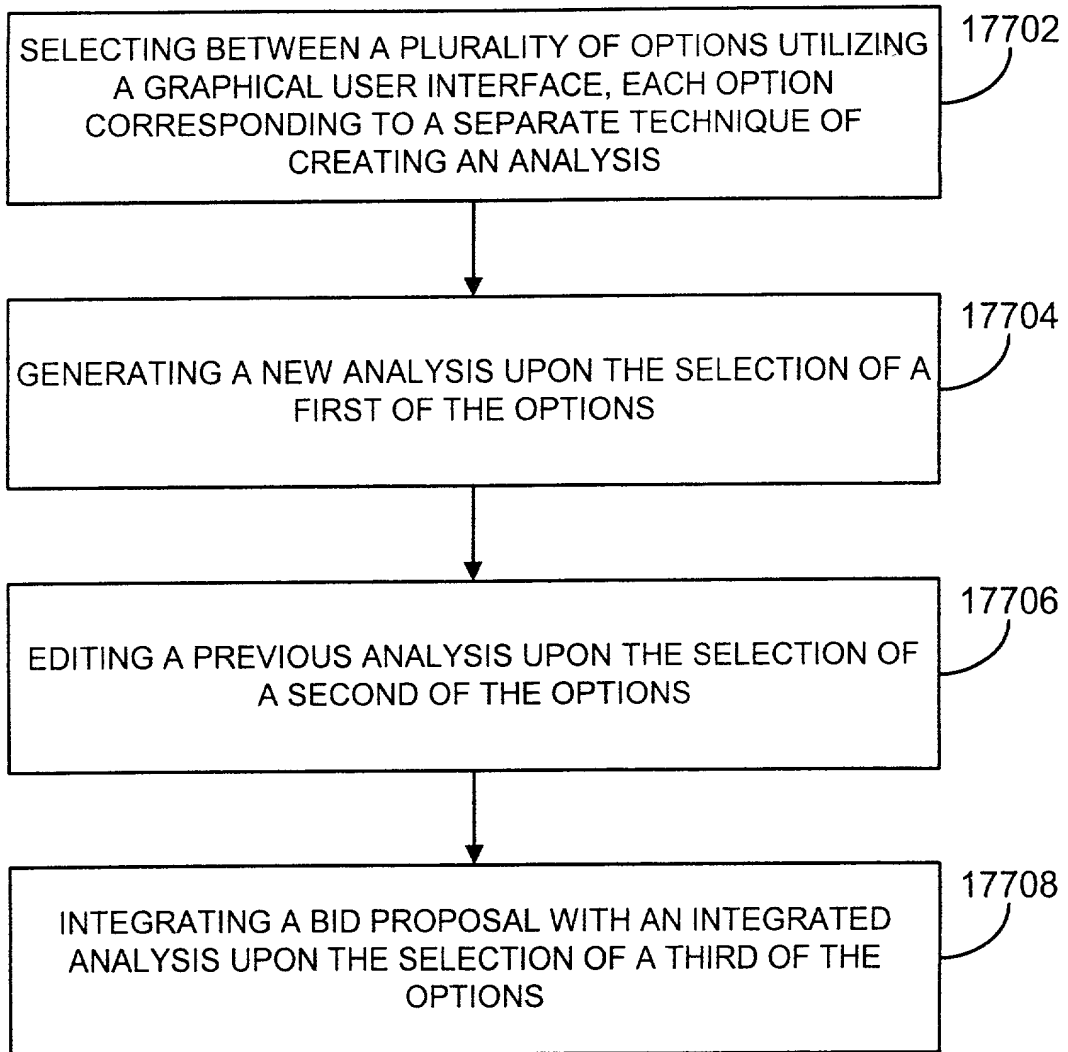


FIG. 177

17800



| | | | |
|-----------------------------|-------------------|------|---------|
| Analysis Name: | Hash Brown Actual | | |
| Analysis ID: | 1036 | | |
| Buyer: | Dennis Clabby | | |
| Period of Agreement: | 10/1/97 | THRU | 9/30/98 |
| Unit Of Measure: | CASE(S) | | |

FIG. 178

17900



| | | |
|---|---------------|-----------------|
| Version (1) of (9) | | Base version |
| What is the max # of FOB points to allocate to each DC ? | One FOB | |
| What is pricing method for this version ? | FOB + Freight | |
| What is the RSI Invoice FOB Upcharge (Downcharge) ? | 0.0000 | |
| Override RDC Truckload Validation? | No | |
| Solution Strategy: | Standard | |
| Last Revision: | | 9/15/97 1:04 PM |

FIG. 179

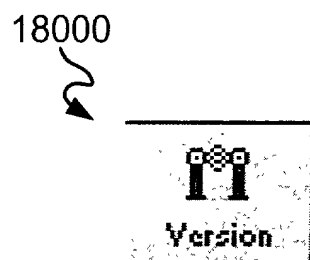


FIG. 180

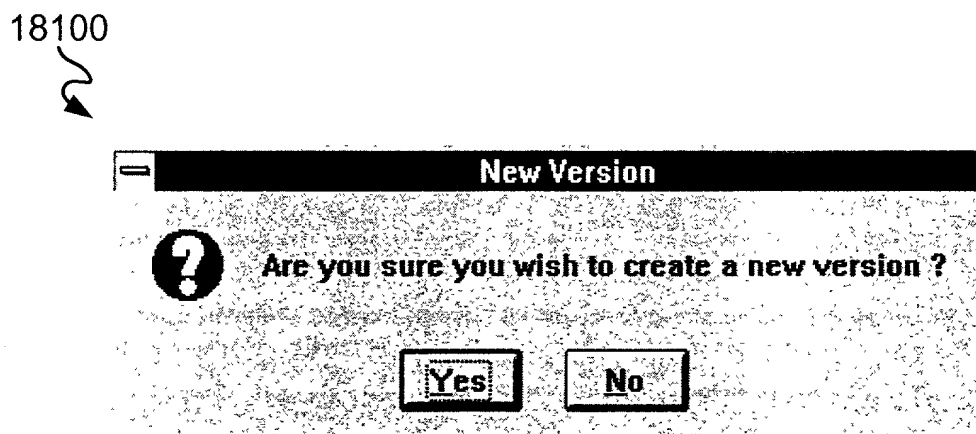


FIG. 181

18200

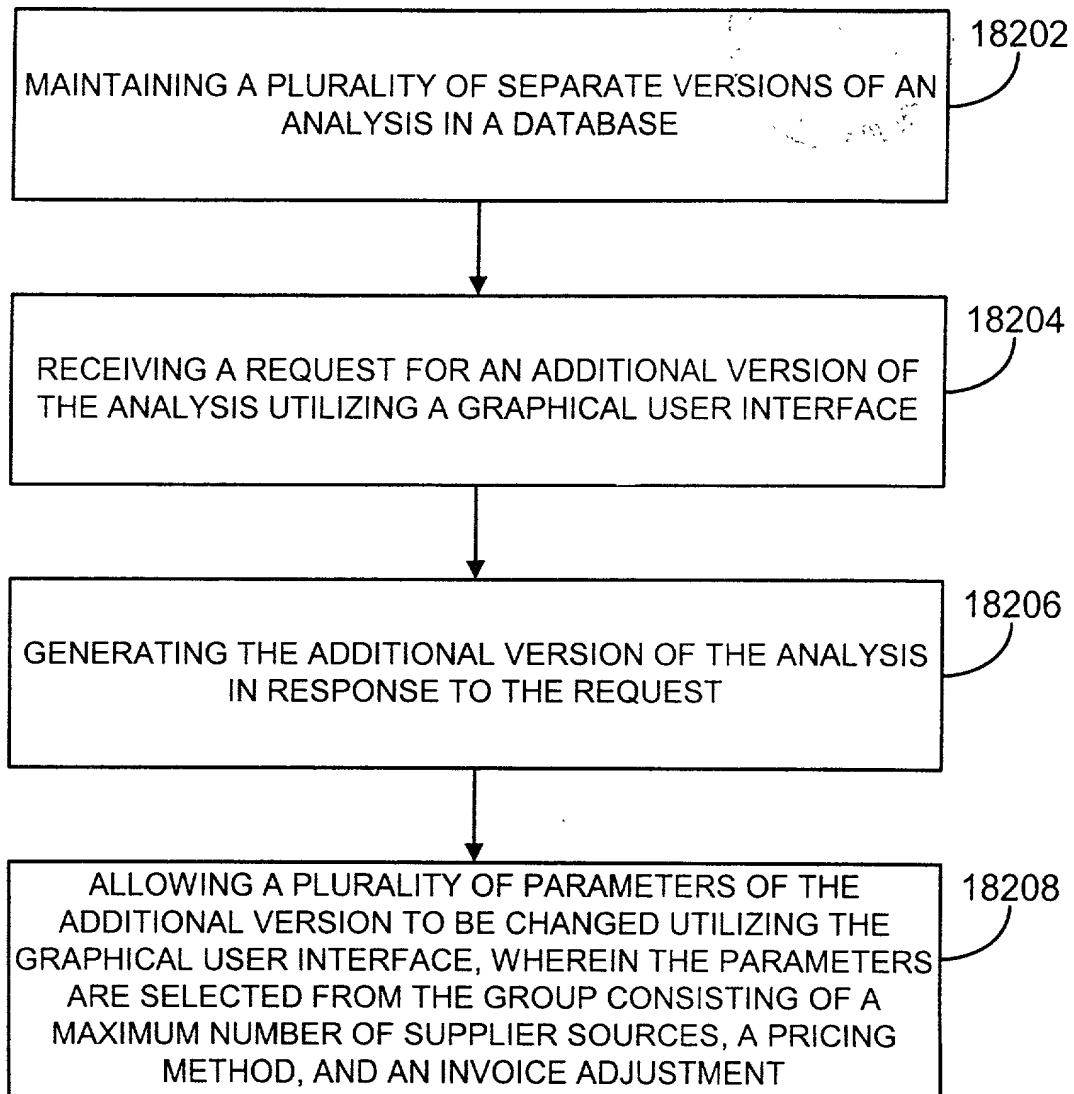


FIG. 182

18300

| | | |
|---------------------------------------|--------------------------------------|--------------------------------------|
| <input type="button" value="Search"/> | <input type="button" value="Query"/> | <input type="button" value="Reset"/> |
|---------------------------------------|--------------------------------------|--------------------------------------|

Query Values 7 Rows Selected

| Supplier FOB | Supplier FOB |
|--------------|-----------------------------------|
| DOP | DOPACO-DOWNINGTOWN, PA |
| | DOPACO-KINSTON, NC |
| | DOPACO-ST. CHARLES, IL |
| | DOPACO-STOCKTON, CA |
| | IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400



| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

FIG. 184

18500

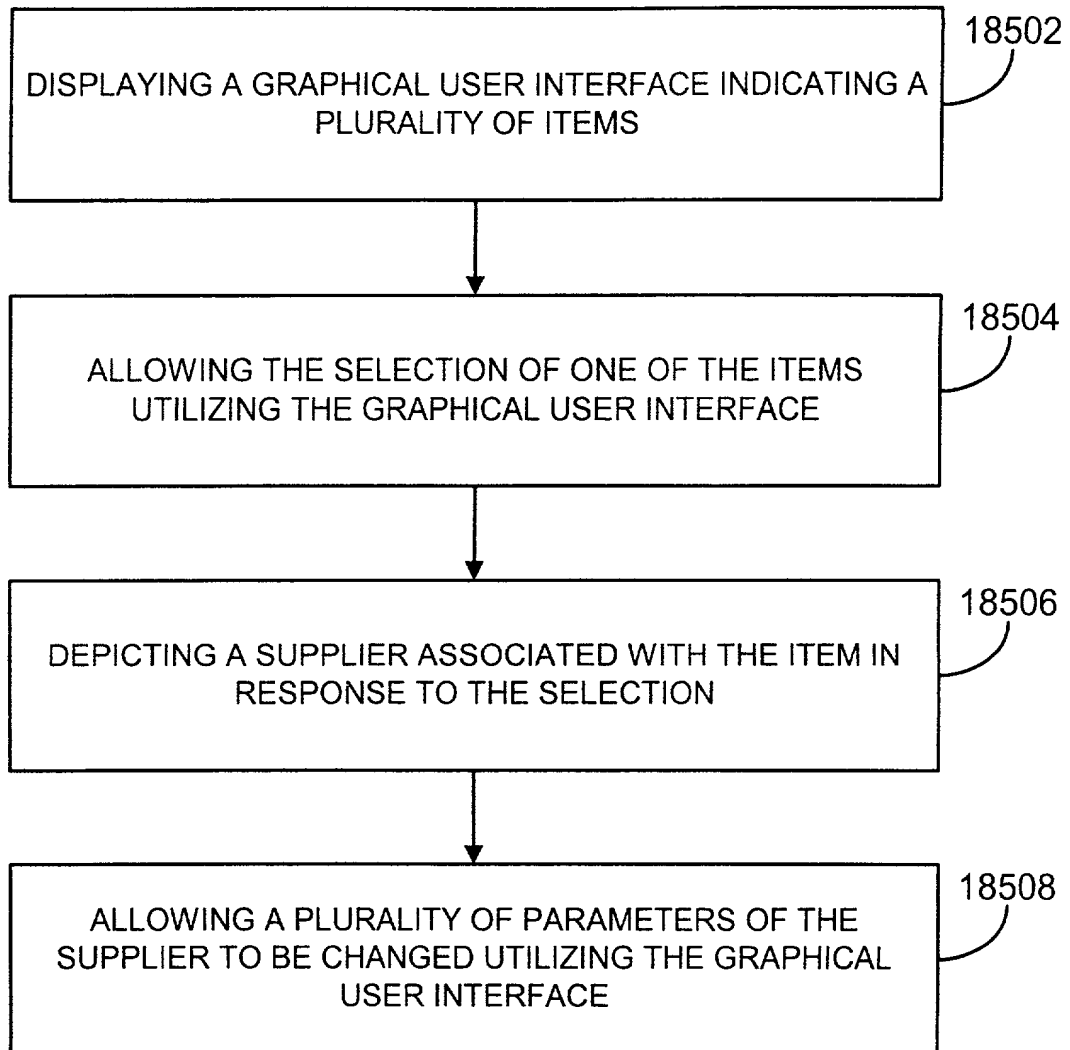


FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|---------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNTOWN, PA |

| | | | |
|----------------------------|----------------|-----------------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M: | INCH(S) | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



FIG. 187

18800

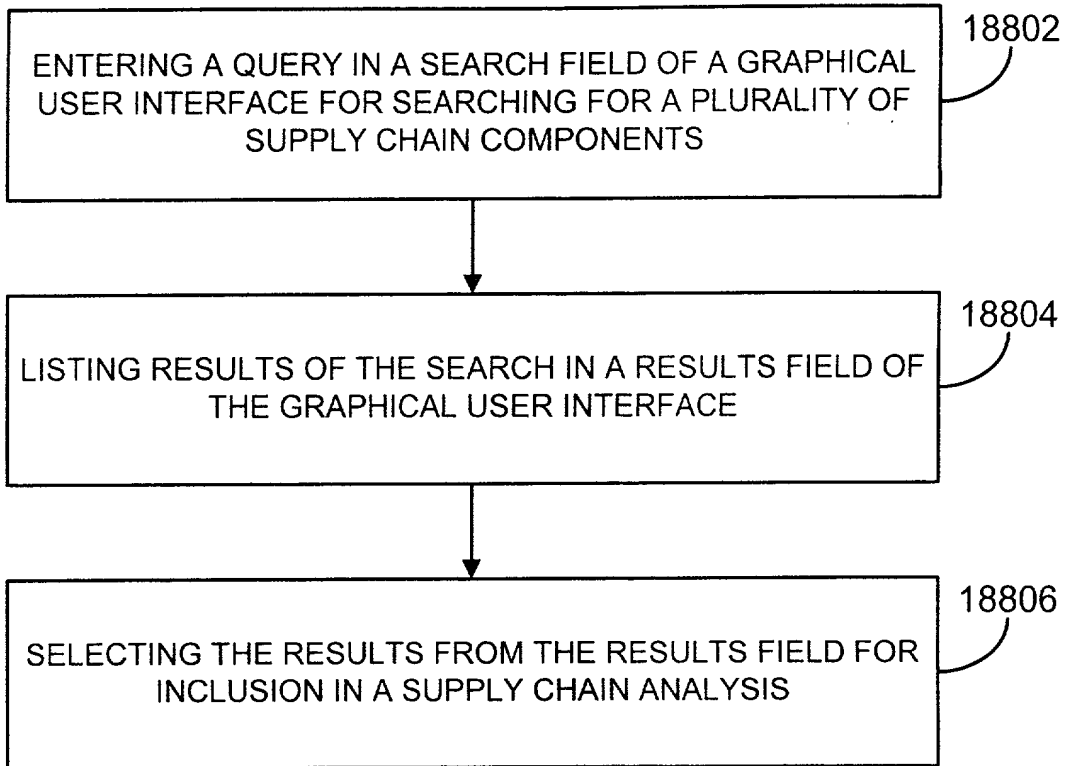


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|-------------------------------------|-------|------------|-------------|-------------|---|---|
| CAVENDISH FARMS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| J.R. SIMPLOT COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. | | ↓ Pallet ↓ | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| LAMB-WESTON, INC.-PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC.-RICHLAND WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|---|-------|------------|-------------|-------------|---|---|
| MCCAIN FOODS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| NESTLE FOOD COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| ORE-IDA FOODS | | ↓ Pallet ↓ | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, INC.-OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 190

19100

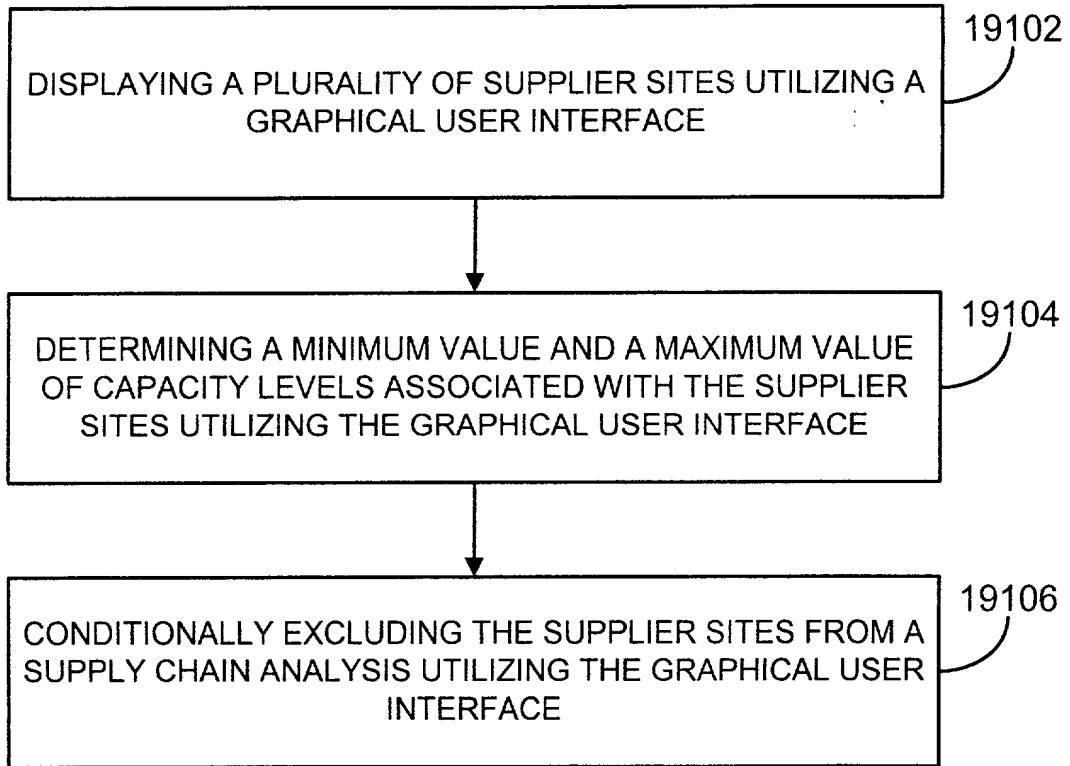


FIG. 191

FIG. 192

19200



| Supplier | # | Volume | |
|-----------------------------|---|--------|--|
| HUDSON INDUSTRIES | 0 | | |
| INTERNATIONAL DIVERSE FOODS | 0 | | |
| SUPERIOR COFFEE & FOODS | 0 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8 4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9 2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume | |
|-----------------------------|---|--------|--|
| SSI FOOD SERVICES | 0 | | |
| TEXAS AMERICAN FOOD SERVICE | 0 | | |
| WHITEFORD FOODS | 0 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume | |
|---------------|---|---------|--|
| VENTURA FOODS | 0 | | |
| VENTURA FOODS | 1 | 100,000 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

09315715-070604

19500

| Item Description | | Supplier FOB | |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED | | CAVENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON, INC.-PASCO, WA | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

00015745-00001
100000-91251800

19600

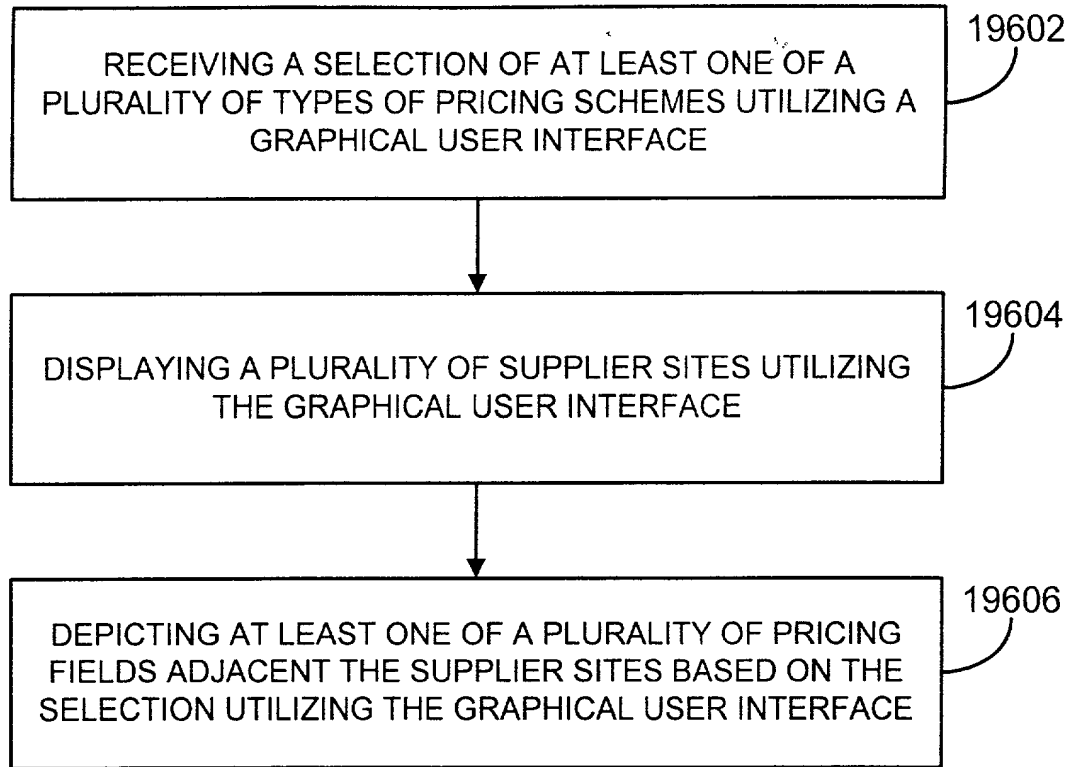


FIG. 196

19700

Total Rest. Growth Amount

5.00%

19702

Usage Period

09/01/97 to 08/31/98

| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
|------------------------------|---------------------|---------------------|----------------------------|
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE, UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00% | |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

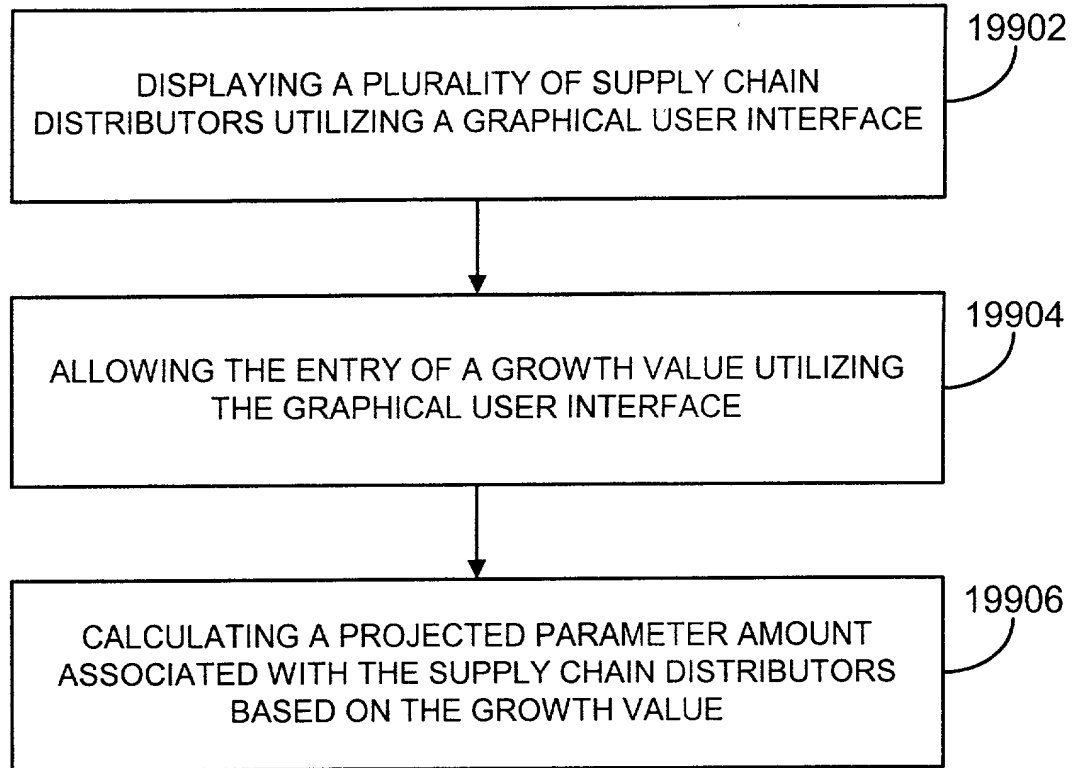


FIG. 199

20000

| Supplier FOB | | Address | |
|-------------------------------------|------------------------------|--|--------------------------|
| CAVENDISH FARMS | | Dieppe | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID 83211 |
| Distribution Center | Lane Restriction | | Honor TL Rate |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200


20100

| Supplier FOB | | Address | |
|-------------------------------------|---|--|-----------|
| CAVENDISH FARMS | | Dieppe | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID 83211 |
| Distribution Center | Lane Restriction | | |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required <input type="radio"/> Excluded | |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded | |

FIG. 201

20200

Invalid Selection



AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300

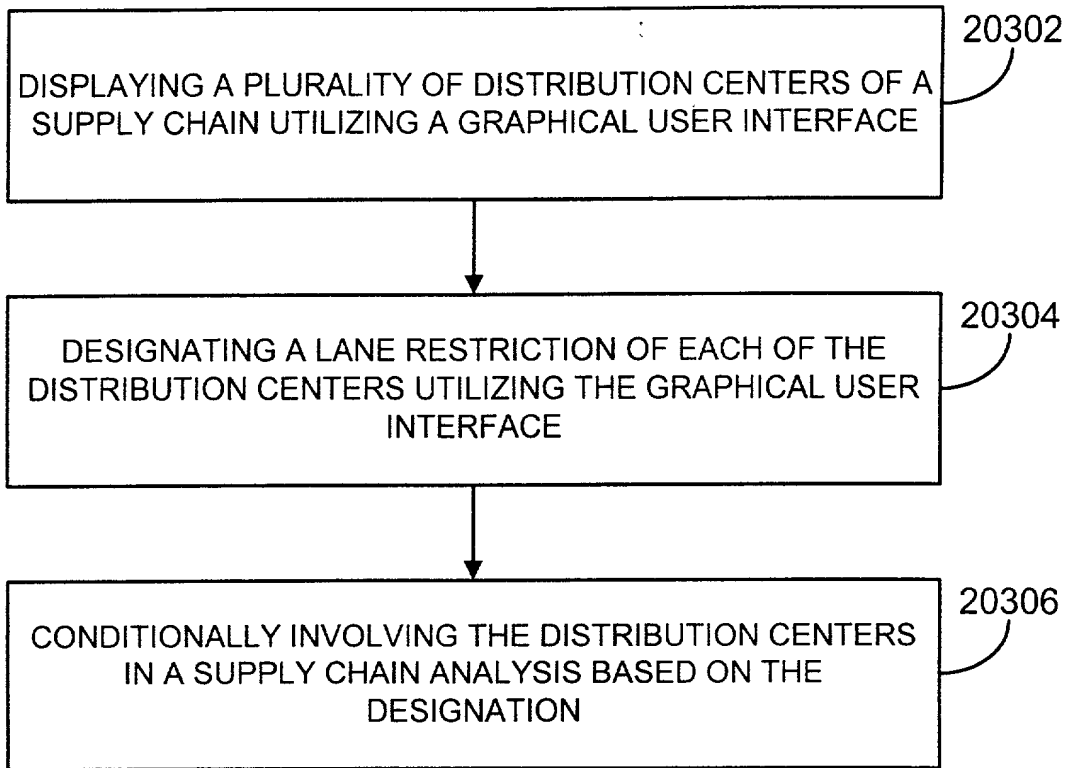


FIG. 203

20400

| Supplier FOB | | Address | | ↑ |
|-------------------------------------|-------------------|---------------|--------|---|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 | |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 | ↓ |
| Distribution Center | Truckload Freight | Lane Distance | | ↑ |
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | | | |
| AMERISERVEPOST-DENVER | 1,277 | | | |
| AMERISERVEPOST-SALT LAKE, UT | 691 | | | |

FIG. 204

20500

| Supplier FOB | | Address | | | |
|-------------------------------|--------------|---------|-------|--|--|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 | | |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72638 | | |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 | | |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + | ↑ |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|---|
| PS-ATLANTA | 15,000 | | | | | 1.10 | | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | | |

FIG. 205

FIG. 204-20500

20600

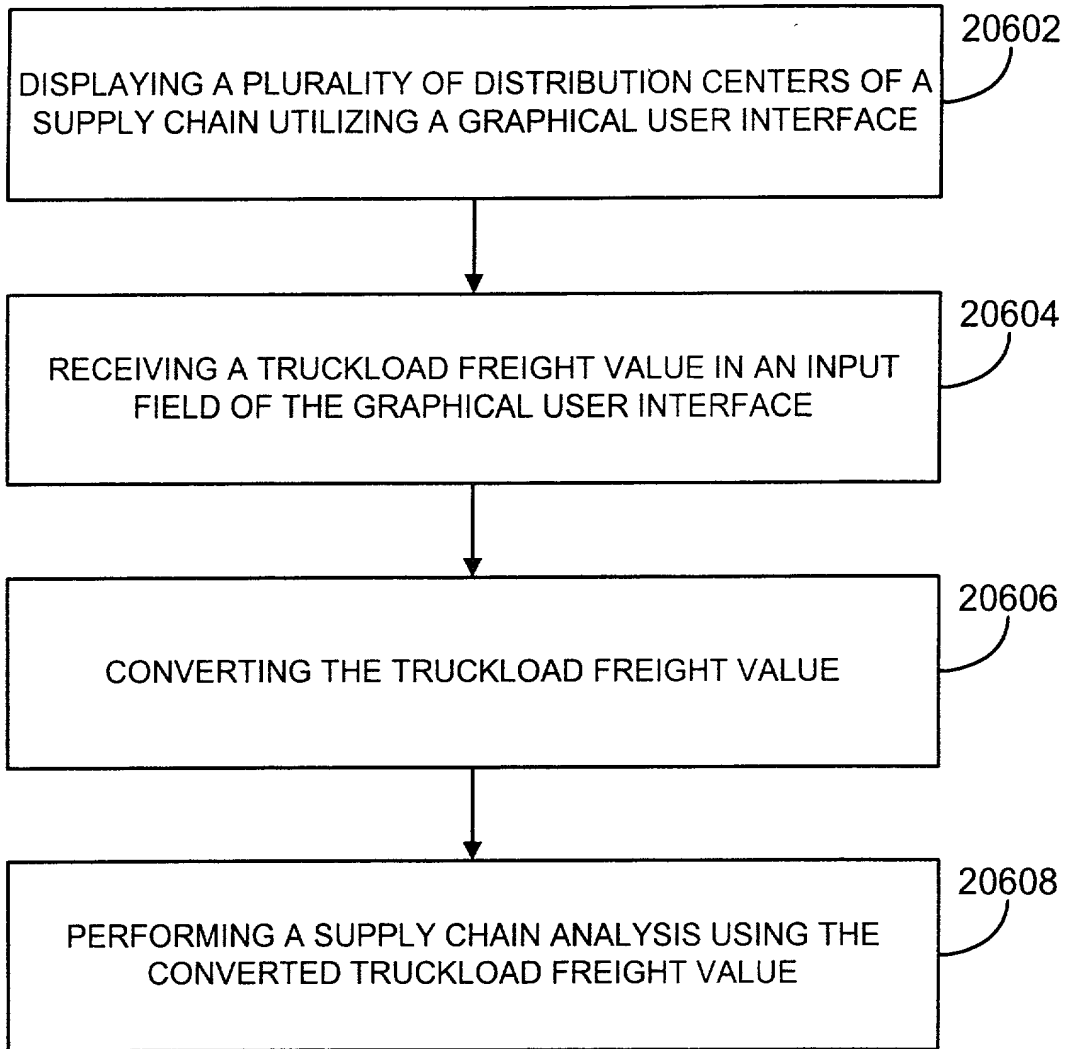


FIG. 206

20800

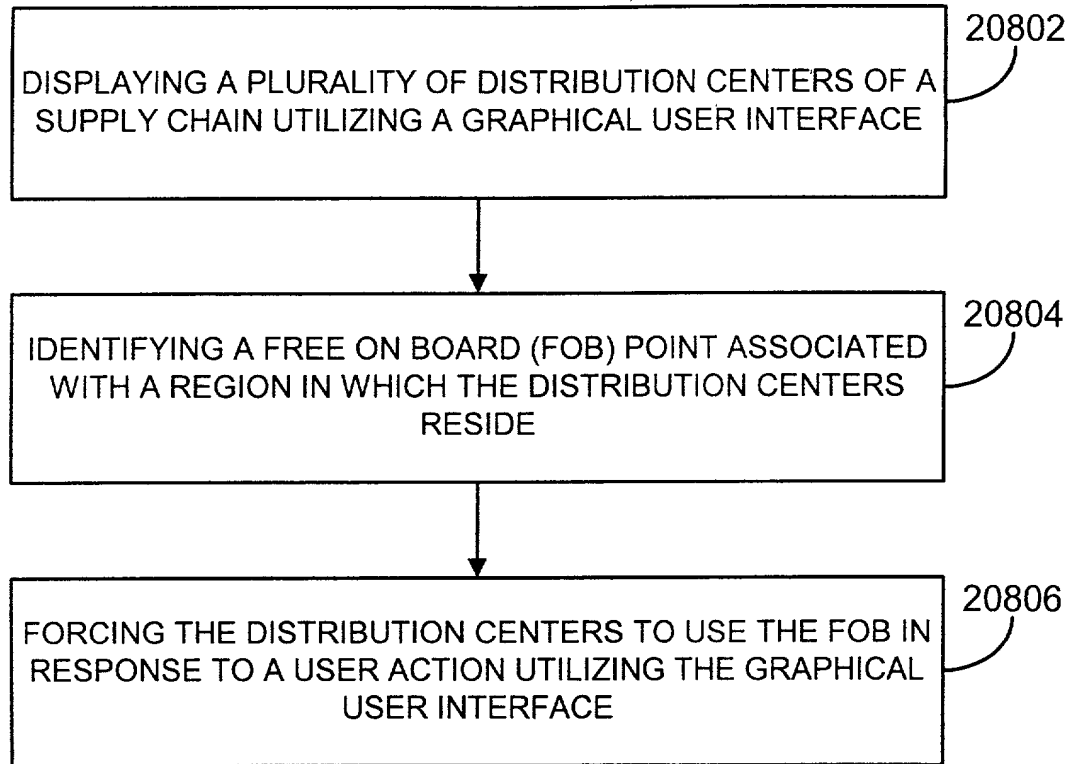


FIG. 208

20900

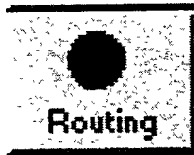


FIG. 209

21000

| Report Selection | | Report Name: |
|----------------------|-------------------------|---|
| Report Type: | Optimal Product Routing | Freight Information Provided |
| Report Parameters: | | Freight Information Provided |
| Supplier: | (All) | LTL Routing Grid By Lane |
| Supplier FOB: | (All) | Routing Results By Lane |
| Distribution Center: | (All) | Routing Results By Lane, Item |
| Version: | Base Version | Routing Results w/ RDC Breakout By Lane |
| | | Routing Results w/ RDC Breakout By Lane, Item |
| | | TL Freight Variance Analysis |

FIG. 210

21100

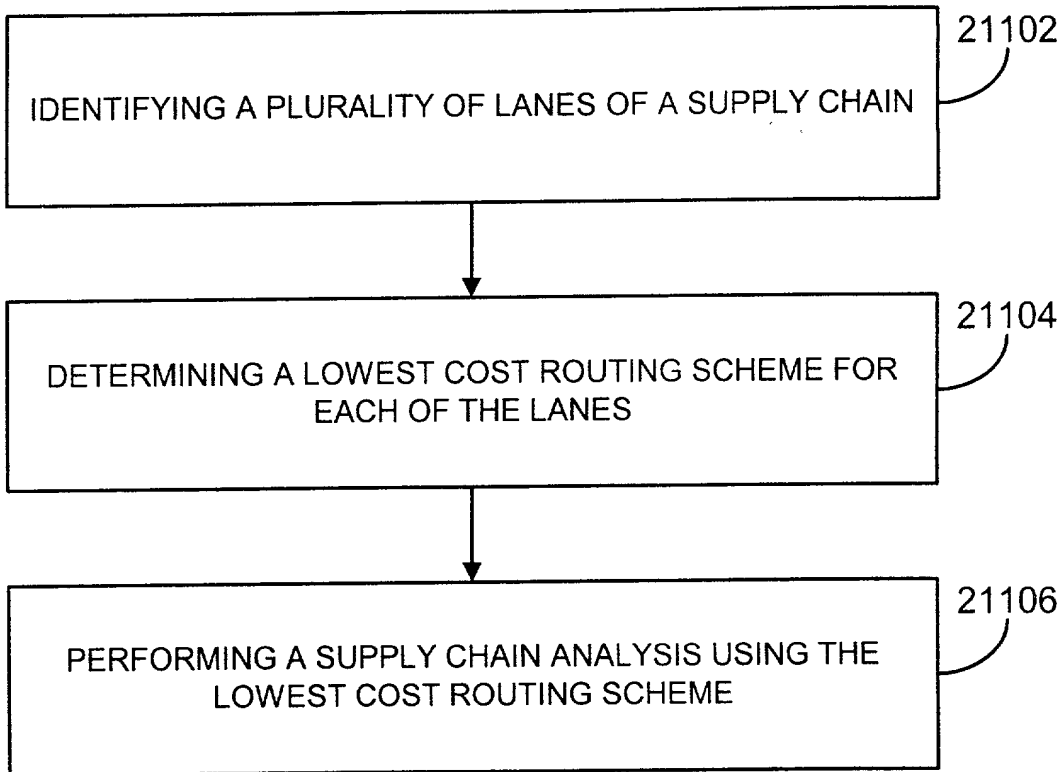


FIG. 211

21200

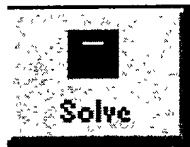


FIG. 212

21300

21302

Report Selection

| Report Type: | Report Name: |
|-------------------------|---------------------------------|
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | ew Capacity & Prices |

FIG. 213

21400

| |
|---------------------------------------|
| Awarded Volume by Item - Detail |
| Awarded Volume by Item - Detail |
| Awarded Volume by Item - Freight |
| Awarded Volume by Item - Summary |
| Competing DC Freight Analysis by Item |
| Lane Assignment Matrix |
| Lane Weighted Average Delivered Cost |

FIG. 214

21500

| |
|--|
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |
| Invoice FOB Detail Comparison (with conversion) |
| Invoice FOB Savings Comparison (no conversion) |
| Invoice FOB Savings Comparison (with conversion) |

FIG. 215

21600

| | |
|--------------------|---|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

| |
|---|
| Report Name: |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: ☒ Yes ☐ No

FIG. 218

21900



FIG. 219

22000

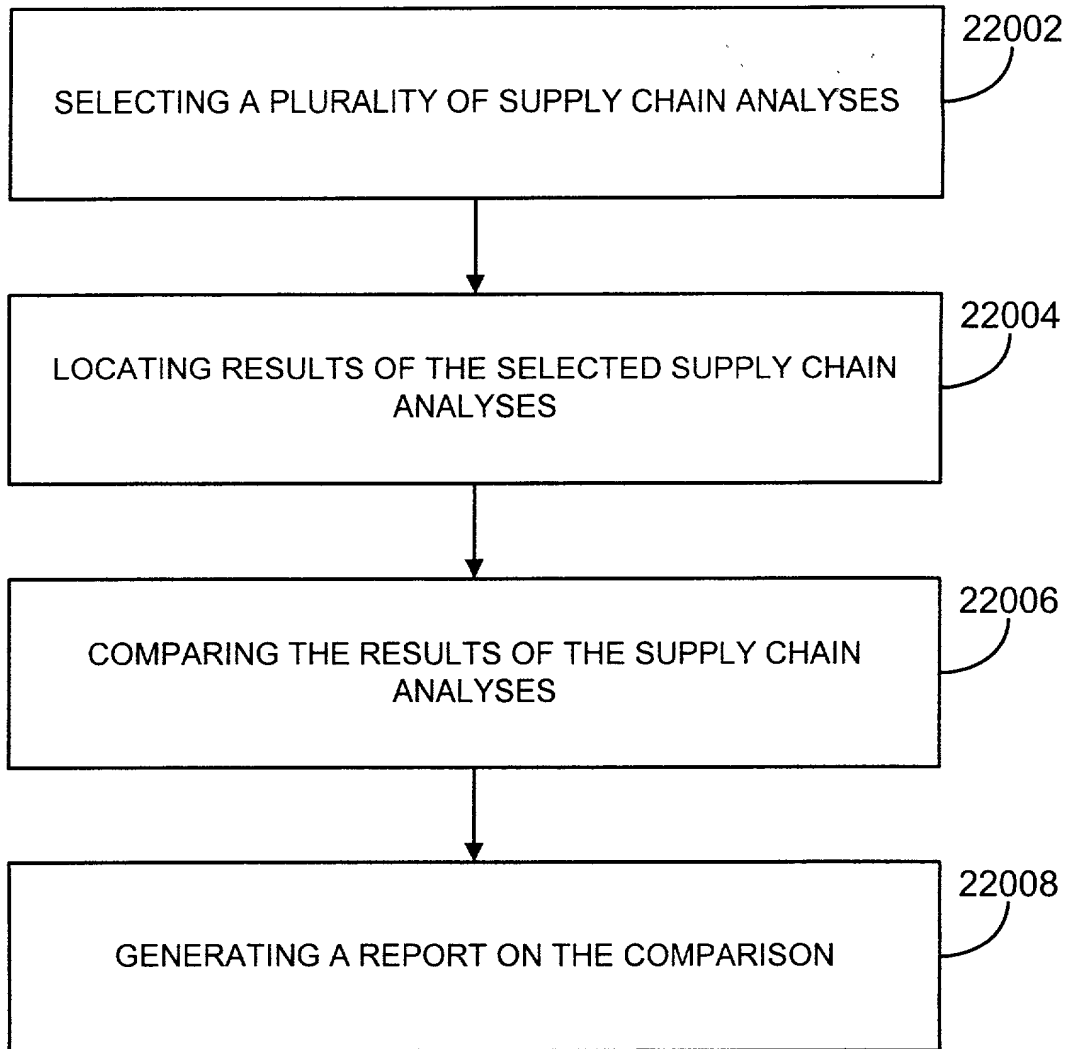


FIG. 220

22100

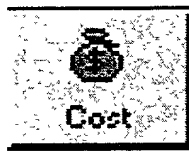


FIG. 221

22200

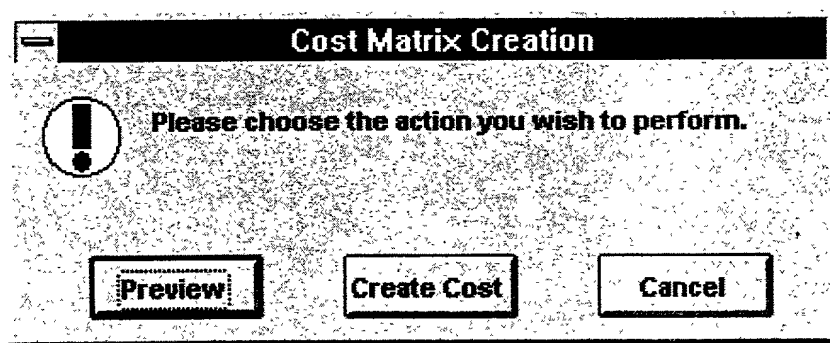


FIG. 222

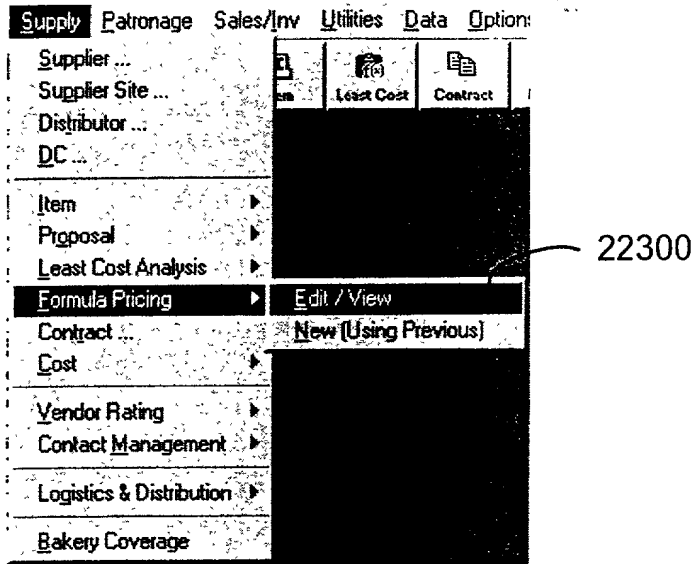


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | |
|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | | | | | | | |
| Date | FRSH DOM 58% TRIM | FRSH DOM 65% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 88% LEAN | FRSH DOM 85% LEAN | FRSH DOM 98% LEAN BL | FRSH DOM 98% LEAN | FRSH DOM 98% LEAN YW | FRZN DOM 98% LEAN BL | IMP AUS 88% LEAN | Lean Fine Intr Beef |
| 3/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 |
| 03/31/98 | 0.8860 | 0.9160 | 0.9538 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9840 |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 |
| 04/03/98 | 0.8515 | 0.9700 | 0.9538 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 |
| | 0.8753 | 0.9247 | 0.9275 | 0.9528 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 |

FIG. 225

22600

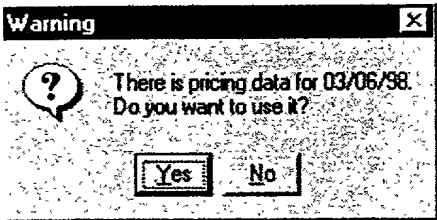


FIG. 226

22700

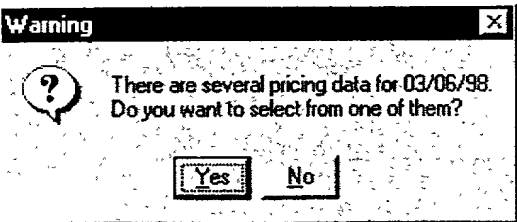


FIG. 227

22800

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | **Freight** | Formulas | Block Cost | Adjustments

| Supplier FOB | Address |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

| Formula | FD64TR | | FD65TR | | FD73TC | | FD88LC | | FD85LN | | FD90LC | | JMAU98 | | LFTB | | Total |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | | | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 | | | 0.1050 | 0.0956 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHI-1 | 0.3250 | 0.2858 | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | 0.4575 | 0.5165 | 0.1000 | 0.0968 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
|---------|-------------------|-------|------------|--------|-----------|----------|
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | ✓ |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | ✓ |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | ✓ |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | ✓ |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | ✓ |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | ✓ |
| WHI-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | ✓ |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | ✓ |

FIG. 231

23200

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|--|-----------------|--------|-----------|--------|-------------|----------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | |
| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1869 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |
| Amount | Adjustment Desc | | | | | |
| 0.1500 | Upcharge | | | | | |

FIG. 232

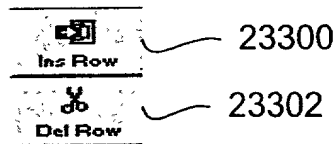


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance | | | |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235

| Supply | Patronage | Sales/Inv | Utilities | Window | Help |
|--------------------------|-----------|-----------|-----------|--------|------|
| Supplier ... | | | | | |
| Supplier Site ... | | | | | |
| Distributor ... | | | | | |
| DC ... | | | | | |
| Item | | | | | |
| Proposal | | | | | |
| Least Cost Analysis | | | | | |
| Formula Pricing | | | | | |
| Contract ... | | | | | |
| Cost | | | | | |
| Vendor Rating | | | | | |
| Contact Management | | | | | |
| Logistics & Distribution | | | | | |
| Bakery Coverage | | | | | |

23600

FIG. 236